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NEWS SUMMARY

GENERAL

Games chiefs discuss boycott

The International Olympic Committee began consideration of *the U.S. call for the Summer* Games not to be held in Moscow if Soviet troops continue to occupy Afghanistan.

The 89-member governing body of the Games heard Mr. Cyrus Vance, the U.S. Secretary of State, appeal for the cancellation, postponement or switching of the Games to another site and a suggestion that in future the Games should be given a permanent home.

But early indications were that the initiative was not making great headway. The Soviet Union accused Mr. Vance of "crude political interference" in the affairs of the IOC following his speech. **Back Page**

Soviet message

President Leonid Brezhnev has sent a message to Ayatollah Khomeini saying Moscow wants friendly relations with Iran. Three days of fighting between Iranian Revolutionary Guards and ethnic Turkomans in the *north-eastern town of Gonaad-E-Kavus* has led to at least 12 deaths and 60 injuries. **Page 2**

BL ballot

Leading trade union negotiators predicted last night that the 90,000 employees at BL Cars will reject the company's pay offer in a ballot result expected tomorrow. **Back Page**

Murder theory

Ulster police think Mr. Leonard Kaitcer, the jeweller and gold *dealer kidnapped on Friday was* killed by terrorists when they realised his family could not pay the £1m ransom they demanded. **Page 4**

Killer hunt

Police hunting the killer of eight-year-old *Andrew Cross in* Huddersfield at the weekend are seeking an unshaven tattooed man with a brown mongrel dog called Smokey. They said the killer is a psychopath who could kill again.

Maine test

Senator Edward Kennedy made two last-minute campaign visits in a bid to prevent another damaging loss to President Carter *in the second real test of* the election year, the 486 Democratic Party caucuses in *Maine*. **Page 2**

Tito setback

President Tito of Yugoslavia has developed kidney and diges*tion problems* which are hampering his recovery from the amputation of his left leg last month.

Hostages freed

Left-wing militants occupying the Spanish Embassy in San Salvador have released two of their eight hostages, but said they would not leave the build*ing until five of their im*prisoned comrades were freed.

'In plaice'

Fish put into a swimming pool at Lytham St. Annes, Lancs, to keep it clean during the winter, are earning the council 10p a time from fishermen keen on an easy catch.

Briefly . . .

Body of Nicholas Roberts, 19, from Bramhill, Stockport, who died in a 700 ft fall on Greag Meagaidh, was found by Highlands rescue teams.

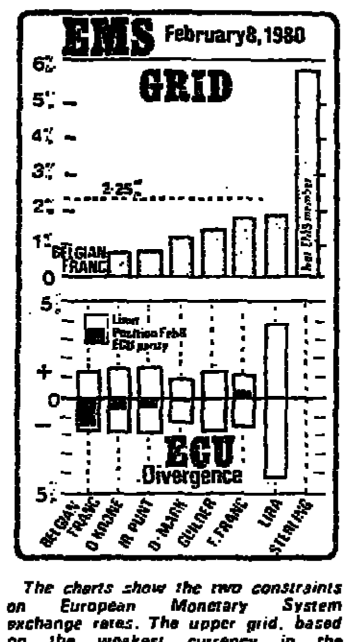
MPs will have to pay up to 60 per cent more for their drinks from the end of this month, the Commons Catering Committee has *decided*.

Smoke has been billowing from a new fissure on Mount Etna following fresh tremors caused by a build-up of gas inside the *mountain*.

BUSINESS

Exchange loss limits planned by Bank

● **BANK OF ENGLAND** is to impose absolute limits on the extent to which banks operating in the UK can be exposed to losses in foreign exchange: Mr. Gordon Richardson, *Governor*, has stressed the *necessity* for intervention. **Back Page**



The charts show the two constraints on European Monetary System exchange rates. The upper grid, based on the weakest currency in the system, defines the cross-rates from which no currency (except the lira) may move more than 2¼ per cent. The lower chart gives each currency's divergence from its "central rate" against the European Currency Unit (ECU), itself a basket of European currencies.

● **ITALIAN LIRA** lost its leading position in the European Monetary System to the French franc for most of last week but was at the top again on Friday.

The Dutch guilder remained the third strongest EMS member, with the D-Mark steady around the middle of the system. Denmark's economic problems were reflected in the weakness of the krone, which fell below the Irish punt by the end of the week.

The Belgian franc was again the weakest currency in the EMS, although under no heavy pressure. Foreign exchange trading was generally quiet, with the dollar firm, while sterling trading was volatile but gained ground overall.

● **GOVERNMENT AID** to private sector industry has *declined from £1,500m to £780m* over the past five years. **Page 4**

● **UNION IMMUNITY** restriction options will be placed before Ministers this week. **Back Page**

● **CBI** *plans for a strike fund* are being completed. A scheme could be introduced by next winter, given sufficient support.

● **FORD'S** *record* car sales in January gave it a market share of 37.63 per cent, while BL's slumped to about 15 per cent. **Page 5**

● **DOW CHEMICALS**, the U.S. Group, has applied for permission to build a £150m gas separ*ation plant and petro-chemical* complex on the Cromarty Forth in north-east Scotland. **Page 5**

● **ORION**, the consortium-owned Euro-currency bank, is to introduce a new management structure. **Page 4**

● **LONDON DOCKS** are expected to be at a standstill *today* as 1,000 members of the National Amalgamated Stevedores and Dockers Union go on *strike*. **Page 5**

● **PORTUGAL** has announced a 6 *per cent* revaluation of the escudo. **Page 2**

● ***MIDDLE EAST*** *oil* exporting countries are showing increased interest in placing surplus funds with western banks *in* deposits denominated in Special Drawing Rights. **Page 5**

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Mounting Rhodesia violence will put UK policy to test

BY TONY HAWKINS IN SALISBURY

Britain's Rhodesia policy faces a critical test in the next few days after a week of increasing violence and intimidation, including two attempts to assassinate Mr. Robert Mugabe, the ZANU-PF leader.

Mr. Mugabe narrowly escaped death yesterday when unknown assailants detonated explosives under the *wrong car* in a three-car convoy carrying Mr. Mugabe and party officials towards Fort Victoria Airport in the Rhode*sian midlands*. Five people were slightly hurt.

That attempt followed an unsuccessful grenade attack on Mr. Mugabe's Salisbury home early last Wednesday.

Mr. Mugabe had addressed a rally of some 8,000 supporters in Fort Victoria, at which he bitterly accused Lord Soames, the Governor, of bias against his party and of favouring Bishop Muzorewa's United Afri*can National Council*.

Ironically, the attack on Mr. Mugabe followed reports that Lord Soames had given the ZANU-PF leader a "last warn*ing" to control* his ZANLA guerrillas inside and outside the assembly points.

Mr. Mugabe warned Lord Soames at yesterday's rally that *a ban would be tantamount to a* resumption of the war. The Governor could not "ban ZANU-PF and maintain the ceasefire," Mr. Mugabe said.

British officials said yesterday that the Governor would act against ZANU-PF unless there *was evidence soon of a marked* reduction in the violence and intimidation. Mr. Mugabe, however, says that most of the intimidation is coming not from his supporters but from followers of Bishop Muzorewa and especially the so-called Security Force Auxiliaries which were originally recruited by the Bishop.

The fact that nine of the 12 attacks on prominent political *figures in recent weeks have* been against Mr. Mugabe and his party tends to lend some credence to that argument.

Lord Soamese may, according to British officials, either use the powers he took last week to ban a party in certain electoral districts or limit its campaigning, or he can announce further, more far-reaching *powers and threaten to use* them against ZANU-PF.

On Friday the British election supervisors, in their first report to the Governor, said there was evidence of widespread intimidation by Mr. Mugabe's followers throughout the eastern *half of the country. Mr. Joshua* Nkomo and Bishop Muzorewa had been forced to cancel political rallies because of ZANU-PF intimidation, and in certain areas, no rival political part was able to campaign effectively.

Rhodesian Government offi*cials doubt* whether Lord Soames would dare to act effectively against ZANU-PF, *which has strong support within* Africa and at the United Nations.

However, in what might be a foretaste of what is to come, British officials said last night that Mr. Enos Nkala, a senior member of Zanu-PF, had been banned *by Lord Soames* from campaigning in the election. It is the first such ban announced since the campaign started. Mr. Nkala was said to have made *inflammatory statements*.

Britain will not intervene directly in the case against Mr. Garfield Todd, the former Southern Rhodesia Prime Minister, arrested at his Shabani home on Saturday and charged with assisting and failing to report guerrillas. Mr. Todd, aged 72, a senior adviser to Mr. Nkomo, was charged under the *Law and Order Maintenance Act* (which Lord Soames has been using against Zanu-PF) and was allowed bail after the Governor had expressed his concern at its earlier refusal.

Mr. Todd is to answer the charges against him on February 22.

Anxiety was mounting last night about the possible reaction *of the guerrillas in the assembly* camps to the assassination attempts against Mr. Mugabe. The attempts are not going to make it easier to get the "free-lance" guerrillas who are still at large to report to the camps.

If that is the case, Lord *Soames will have to act by the* end of this week if the situation is not to pass beyond control.

Turkey to seek breathing space for foreign debt

BY DAVID TONGE

TURKEY WILL this month seek a major fresh debt rescheduling *of one quarter of the country's* $14bn foreign debt. Further such moves could folow.

Last year saw the virtual completion of the largest debt rescheduling exercise in financial history, covering Turkish debts of more than $5bn.

But on February 25, Turkey will ask Western Governments to consider rescheduling a further $3bn-$3.5bn. Most of this represents official debts and guaranteed trade debts which have just been rolled over. It will also request the West to *prepare to pledge up to $2bn* credits.

A decision has yet to be *taken on whether Turkey will* ask Western banks *to improve* the terms on which they rescheduled about $3bn of commercial debt last year.

These plans reflect the continuing gravity of Turkey's foreign exchange crisis. They were spelt out in an interview in London this weekend by Mr. Turgut Ozal, the Undersecretary *to the Turkish Prime Minister*, who is responsible for co-ordinating Turkish economic *policy*.

Mr. Ozal and Mr. Ismail Hakki Aydinoglu, Governor of the Central Bank of Turkey, have been in Washington and New York for talks with the International Monetary Fund, the World Bank and U.S. banks and officials.

Their trip has coincided with Turkey announcing that it *plans to apply this year* for full membership of the Common Market.

The *plans for a new* debt rescheduling exercise followed by a two weeks package of severe economic measures in Turkey. These included a 33 per cent devaluation, heavy price increases of state-produced goods and tighter credit and monetary policy. The economic package was aimed at curbing *consumer prices, which rose by* 80 per cent last year.

The new Turkish government of Mr. Suleyman Demirel also announced radical steps to align the country's economy more with the economies of the West. The country was being opened to foreign investment, foreign oil companies and banks. These major measures were also aimed *at integrating the country's* flourishing black market into the official economy.

Mr. Ozal disclosed that a major tax reform would be introduced in the next few weeks. A form of value added tax was being considered.

*In London, the Turkish dele*gation saw Mr. Douglas Hurd, Minister of State at the Foreign *Office, government officials and* bankers. Today the delegation will meet the Organisation for Economic Co-operation and Development in Paris. It will then go to West Germany to see Herr Hans Matthoefer, the Finance Minister, who is co-ordinating Western aid for Turkey.

Mr. Ozal says that the OECD *will hold a pledging session for* Turkey at the end of March. Last May, a similar session led *to pledges of $906m worth of* credits. West German officials have indicated that a similar amount might be necessary, but Mr. Ozal is looking for about $2bn. He wants the pledges to be less subject to conditions than last year's credits.

Before this OECD meeting, an OECD working party will meet Turkey to discuss its medium-term planning. This meeting is due on February 25. Mr. Ozal said that Turkey would raise the question of rescheduling the $2.3bn *guaranteed* commercial arrears and medium and long-term official debts which the OECD *rolled over in 1978* and 1979. Turkey also planned to discuss further such debts coming due in the year to June 1981. These two total $3bn to $3.5bn.

"We need a breathing space," he said. This year Turkey had to make debt service and in*terest payments of about $2.1bn.* Even before the latest increase in oil prices, its forecast export earnings of $3.5bn would scarcely cover its oil import bill.

He warned that this year Turkey faced a financing gap of up to $2bn, even though a further $500m credits had nearly been finalised with the World Bank and major progress *had been made with the IMF.* Mr. Ozal, who himself has worked at the World Bank, says *that the IMF*, subject to approval by the Board of Directors on February 21, had agreed to transfer $225m to Turkey this month—$130m under the existing $325m stand-by agreement and $95m under a new compensatory financing *facility agreement.*

Turkey had already obtained a $190m bridging loan in anti*cipation of this transfer, from* Citibank and the Union Bank of Switzerland. Mr. Ozal expec*ted an additional $50m under* the existing stand-by agreement by the end of March and a further major agreement with the IMF to be reached by early April. Turkey was hoping to obtain from the Supplementary Financing Facility (the so-called Witteween Fund) a larger agreement than the present stand-by agreement.

Most of Turkey's rescheduling

Continued on Back Page

British Airways' £20 Paris fare

BY MICHAEL DONNE, AEROSPACE CORRESPONDENT

BRITISH AIRWAYS plans to offer a £20 single Channel Hopper fare between London and Paris from April 1. It will be about half the present cheap*est available fare* to Paris.

The fare will be limited to about 200 seats a day, outside peak periods. Channel Hopper tickets will be on sale only at *the Victoria* terminal, on the day of travel or the day before.

The fare is part of a new package which British Airways is introducing this spring in a move to change the pattern of short-haul travel in Europe.

The airline is also abolishing *first-class* travel on the Paris route. A cheaper Club Class fare —£110 return against the present first-class £142 — will replace it.

There will also be a cheap Eurobudget fare of £85 return (£42.50 single), against the present economy class fare of £94 return, a Eurobudget excursion rate at £65 return, and an off-peak Eurobudget rate of £45 return.

The *plans* are *still subject* to the approval of the Government, although the French Government has signified its agreement.

Announcing the plans in Brussels yesterday at the introduction into service of British Airways' Boeing 737 short-range jets, Mr. Roy Watts, chief executive, *said the new Club Class* was aimed directly at businessmen.

The airline hoped to extend the concept to other European routes, such as Scandinavia, Italy, Spain and Portugal, by November 1, and in the rest of Europe by *1981 if other air*lines approved.

Air France is joining British Airways in introducing the Club Class on the London-Paris run, but is *not yet to bring in* the Channel Hopper.

On London-Paris, their busiest route, the two airlines handle 1.7m passengers a year *between them*.

The reasoning behind their plans is that the volume of first-class travel in Europe is declining, as more and more *businessmen take the cheaper* economy-class fares, although they still require to be segregated from the leisure class of travellers.

Sicilians vanish in Rome case

BY PAUL BETTS IN ROME

ANOTHER MAJOR financial scandal has broken out in Italy following the disappearance at *the weekend of the* three Caltagirone brothers. They are members of a leading Rome property and construction family of Sicilian origin wanted by police on charges of alleged fraudulent bankruptcy.

The flight of the brothers—Gaetano, Francesco and Camillo—coincides with the liquidation proceedings of 19 companies controlled by them because about L160bn *(£86.6m) of banking debts* was not honoured.

It is reported that the collapse of the Caltagirone empire and its intricate web of other construction and property companies could entail overall losses to the Italian banking system of more than L600bn (£324.8m) in unpaid debt—principal and *accumulated interest*.

This would represent one of the largest private bankruptcy cases in post-war Italy—far greater than the collapse of the financial empire of Sig. Michele Sindona. He is the Sicilian financier now facing trial in New York over the collapse of his U.S.-controlled Franklyn National Bank.

***The Caltagirone Brothers* are understood to have fled from Italy shortly before magistrates investigating their financial affairs ordered their arrest on Friday on charges of alleged fraudulent bankruptcy.**

The scandal has been fuelled by reports that the three brothers were warned *beforehand of the magis*trates' decision. Moreover, the magistrates are reported to have been split over the decision to arrest the three.

In a statement issued by their Italian lawyers at the weekend, the brothers flatly *denied the charges. It is* thought they may be in the South of France.

The brothers are said to have had for some time support from influential sectors in the ruling Christian Democrat party. These contacts *seem to have helped them* gain access to substantial credit from the Christian Democrat-dominated banking system, particularly from Italcasse, the central savings institute grouping the country's savings banks.

The financial affairs of the three brothers have already had widespread repercus*sions on both the banking* system and on political life.

BSC begins selling off subsidiaries

BY RAY PERMAN, SCOTTISH CORRESPONDENT

THE British Steel Corporation will this week begin the disposal of its non-steel-making *interests with the sale of Red*path Dorman Long, its construction and fabrication subsidiary, *to the De Groot group of* Holland.

The sale is not related to the steel strike. The corporation has been talking for several months to potential purchasers, including several big British construction companies.

BSC, *facing renewed Govern*ment pressure to limit its losses, wants to complete the *sale before the end of the* financial year. It would also like to dispose of its profitable chemicals subsidiary.

The sale of Redpath Dorman Long is unlikely to realise much cash, but will help to cut continuing losses.

The company has been greatly reorganised since the days when its role was to build new plant *for BSC*. Concentration on new activities such as bridge building and overseas civil engineering *has been accompanied* by drastic pruning of the number of yards it operates and of the labour force. Financial losses have continued, however.

De Groot has a link with the company through the oil-platform construction yard at *Methil. Fife, owned by a* joint-venture company Redpath De Groot Caledonian, formed in *1978.*

The joint company lost £5m in its first year. However, its financial position has been improving, particularly since a management shake-up and reduction in the labour force last summer. It should break even in the current financial year.

The yard has some small contracts in hand and will be *bidding for large orders such* as the platform for the Brae field, which will be placed *shortly. Redpath Dorman Long's* poor financial position has however, held back its expansion.

The purchase would increase De Groot's stake in Methil from 43 to 91 per cent, the balance being held by the Edinburgh investment trust North Sea Assets and by the Scottish Development Agency.

De Groot, *while retaining* control, may sell some of the equity to increase British participation and expand the capital base.

Hadfield's steelworkers resume work today

BY PHILIP BASSETT & ARTHUR SMITH

PRIVATE STEELWORKERS at Hadfield's, Sheffield, one of the biggest private-sector steel companies, voted yesterday to return to work from this morning.

British Steel Corporation resumed talks with its craft and general unions in the hope that it was close to securing at least *a draft agreement on pay* and efficiency. Talks went on last night.

Picketing seems likely to be intensified this week after the Hadfield's decision, and that of lorry-drivers in the West Midlands who voted yesterday to honour all steelworkers' picket lines.

The decision at Hadfield's to *defy the instructions of the* Iron and Steel Trades Confederation executive may have important repercussions at other plants.

Though union officials stressed that Hadfield's last week turned itself into an "unrepresentative case" by the joint management-union lobby of the ISTC and BSC, and by *the intervention of Mr. Tiny* Rowland, chief executive of Lonrho, the owners of Hadfield's, some were prepared to agree that other private workforces might follow suit.

Mr. Jack Pickles, ISTC South *Yorkshire divisional officer, who* asked the mass meeting of about 500 Hadfield's workers not to defy the executive's decision, said that refusal of workers at the privately-owned Sheerness Steel, Kent, to join the strike had played an important part in the Hadfield's decision. Picketing is likely to be stepped up at Sheerness.

Hadfield's shop stewards said that they would try to ensure that any steel produced at the plant would not be dispatched to customers. Picketing would be reimposed, they said.

Hadfield's saw some of the most determined picketing of the dispute before the private sector was called out, and Mr. Mick Adams, Hadfield's con*venor, said after the vote that* he though there would be trouble on the picket lines today.

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OVERSEAS NEWS

Iran clash with Turkomans leaves 12 dead, 60 injured

BY SIMON HENDERSON IN TEHRAN

THREE DAYS of fighting between Iranian Revolutionary Guards and Turkomans in the north-eastern Iranian town of Gonbad-e-Kabus has led to at least 12 deaths and 60 people injured in the latest outburst of tension between ethnic minorities and the central Government.

The town, about 30 miles from the Soviet border, is divided between the opposing forces who have set up barricades. As in a similar outburst of fighting less than a year ago, the Turkomans are being helped by members of the Iranian Left-wing Fedayeen guerrilla movement. At that time, there were reports of arms coming across the border and fighters fleeing to Russia when the Iranian Army moved in.

The latest fighting must be profoundly disturbing to the Government, but this time there is no suspicion among diplomats of Soviet involvement. Last week's reports of Soviet troop concentrations in the Caucasus referred to the area on the other side of Iran, between the Caspian Sea and the Turkish border.

Today is the first anniversary of the Iranian Revolution, and the 100th day of the U.S. hostages' captivity yesterday, militant students at the U.S. embassy were still standing firm against criticism of their "Government within a Government," made by the country's new President, Mr. Abol Hassan Bani-Sadr.

An indication of Ayatollah Khomeini's crucial involvement in decision-making despite his ill-health came at the weekend when his son, Hojatoleslam Ahmad Khomeini, visited the Embassy along with Archbishop Hilarion Capucci, the former Greek Catholic Prelate of Jerusalem, to meet some of the hostages.

Agencies add: The Soviet Union yesterday told Iran that reports of Soviet troop movements near the Iranian border were false and there was no Soviet threat to Iran's territorial integrity, the Iranian Foreign Ministry said. The assurance had been given by Mr. Vladimir Vinogradov, the Russian Ambassador, in a meeting with Mr. Sadeq Qotbzadeh, Iran's Foreign Minister.

On Saturday, however, the Iranian Foreign Ministry confirmed U.S. reports of the Soviet troop movements.

Mr. Leonid Brezhnev, the Soviet leader, has sent an official message stressing the Kremlin's desire for "good-neighbourly relations" with Iran, Moscow Radio reported yesterday.

The Soviet Union has supplied Kuwait with sophisticated surface-to-surface missiles. Kuwait's Defence Minister reported yesterday. The missiles, with a range of 42 miles, are each able to carry a 920 lb warhead. The Ministry did not say how many Kuwait had bought.

Dissidents arrested in Poland

BY CHRISTOPHER BOBINSKI IN WARSAW

POLICE arrested 12 leading Polish dissidents over the weekend. The move is interpreted as a signal to orthodox party opinion and to visiting delegations to the eighth party congress, which starts today, that the authorities intend to keep the civil rights movement under control.

Among those arrested were Mr. Jacek Kuron and Mr. Adam Michnik, prominent figures in the KOR Civil Rights Group, which advocates economic and political reform and has consistently exposed civil rights violations.

Last night, after holding them for nearly 48 hours, police began releasing those arrested. Polish law allows arrests for up to two days without a formal charge. Earlier, KOR members still at liberty convened a hurried Press conference in the flat of veteran economist Professor Edward Lipinski at which they expressed concern at the police move and solidarity with those arrested and with Soviet dissident Andrei Sakharov.

Professor Lipinski underlined the irony of arresting dissidents on the eve of the party congress which is ostensibly designed to seek ways of increasing party democracy and gaining nationwide support for the task of tackling the economic crisis.

Mrs. Sakharov in plea to West

BY DAVID SATTER IN MOSCOW

MRS. YELENA SAKHAROV, wife of Dr. Andrei Sakharov, the Nobel Peace Prize winner, who has been exiled to Gorky, said at the weekend that the Soviet authorities would make "short work" of her husband if people in the West did not keep up pressure on his behalf.

In an open letter read at her mother's apartment in Moscow, Mrs. Sakharov called on western scientists to avoid contacts with their Soviet colleagues who have kept silent on the banishment of her husband.

Although Dr. Sakharov has been bitterly attacked in the Soviet Press as a slanderer and a traitor, there have been no public condemnations of him by scientific colleagues. Mrs. Sakharov said she believed this reflected a desire by the authorities not to further antagonise western scientists.

Mrs. Sakharov said the silence of Dr. Sakharov's Soviet colleagues should be understood as a protest on Dr. Sakharov's behalf.

Senator calls for Miller inquiry

By David Buchan in Washington

A CALL has been made for an independent special prosecutor to investigate whether Mr. G. William Miller, the Treasury Secretary, lied to the Senate in denying that he knew nothing of overseas bribes paid by Textron Corporation which he headed until 1978. The call comes from Senator William Proxmire, Democratic chairman of the Senate Banking Committee.

Mr. Benjamin Civiletti, the Attorney-General, said last week that the Miller case did not warrant an outside prosecutor. But at a banking committee hearing on Friday, at which Mr. Miller again testified to his innocence, pressure emerged from Senator Proxmire and from Republican committee members for Mr. Civiletti to change his mind.

It remains doubtful whether this pressure will succeed or whether many senators want to pursue the Miller case further. Senator Proxmire conceded that the Treasury Secretary was still held in high regard by many on Capitol Hill. Moreover, Congress now has its own problems in the shape of the allegations against seven Representatives and one Senator of taking bribes from undercover Government agents.

Fresh leaks about the activities of the Federal Bureau of Investigation show that its inquiry into Federal politicians was part of a wide pattern of undercover investigations of politicians and organised crime across the country.

Slower growth likely in Europe

WASHINGTON — The U.S. Department of Commerce has predicted a slowing down of European economic growth this year. European Community inflation is expected to continue at about 9 per cent. But the rate is expected to vary widely among member states—from West Germany's 4.5 per cent to Italy's 14.5 per cent.

Average unemployment in the Community is expected to climb by 600,000, or from 5.6 per cent to 6.2 per cent. It will rise in most countries, falling slightly in Ireland.

Last-ditch Kennedy effort in Maine

BY JUREK MARTIN, IN HARPSWELL NECK, MAINE

EDWARD KENNEDY was yesterday pulling out all the stops in a last-ditch effort to avert another damaging defeat by President Carter in the second real test of election year—the 486 Democratic Party caucuses in the mill towns and small farming communities of Maine, next door to his home state of Massachusetts.

Senator Keneddy planned two last-minute campaigning forays over the weekend, furiously and stridently complaining about Mr. Carter's refusal to engage in direct debate over foreign and domestic issues.

The people of Maine, he said, were distressed that the President was hiding in the White House behind the cloak of international crisis and, while making no predictions, he felt that this reticence could be the President's political undoing.

Senator Kennedy was being aided by the local Governor, Mr. Joseph Brennan, the only Governor in the country to have endorsed him so far, by countless numbers of his family and by busloads of students from Massachusetts and Connecticut.

His young army more than once crossed the path of similar contingents of young supporters of the third candidate, Governor Jerry Brown of California, who is making a huge effort in the hope that he can further undermine Mr. Kennedy and eventually emerge as the sole Democratic alternative to Mr. Carter.

Most of the local pundits, buttressed by a public opinion poll in the Bangor Daily News, the state's biggest newspaper, predict a Carter victory in what is the first stage of the complex process that will send 22 delegates from Maine to the national party convention in New York in August.

The opinion poll gave Mr. Carter 52 per cent to 33 per cent for Mr. Kennedy and 5 per cent for Governor Brown, with the balance undecided.

Mr. Kennedy is no longer saying that whatever happens in Maine and in the next three New England primaries is critical to his staying in the race. Nevertheless, a loss in what is widely considered to be his home territory would be serious.

In reality, Maine is, in many ways, as different from Massachusetts as chalk from cheese. The state is big, under-populated and rather poor. It does not have the concentrations of working-class people, blacks and Catholics who form the heart of Mr. Kennedy's constituency.

Mr. Carter's absence does not mean that he is taking victory for granted. He has been constantly telephoning key supporters, has sent his own division of surrogates to the state led by his wife and Vice-President Mondale. And federal grants to Maine last month totalled more than $75m—twice the level of a year ago.

North-South talks end in deadlock

By D. P. Kumar in New Delhi

THIRD WORLD countries suffered a major setback in Delhi at the weekend when they failed at a conference of the United Nations Industrial Organisation (UNIDO-III) to gain a firm commitment from developed nations on provision of additional financial resources and other facilities for their industrialisation programmes in the next two decades.

A proposal for the creation of a new global fund for stimulating industrialisation of the developing countries failed to gain acceptance. And the market economy countries totally rejected the main "Group of 77" document, which they felt had political overtones and contained "unreasonable and unrealistic demands."

Developing country delegates are returning home empty-handed from the three-week conference, which ended in confrontation on Saturday night, despite Indian attempts to forge a compromise. Indeed, the gap between rich and poor on the question of accelerated industrialisation of the Third World appeared to have grown during the conference.

The 133-nation meeting adopted a "New Delhi declaration and plan of action" presented by the Group of 77, with no likelihood of its implementation. It received support of 83 countries, while 22 voted against.

Hero's funeral in Soweto for black bank raider

BY QUENTIN PEEL IN CAPE TOWN

THE BIGGEST BLACK funeral in South Africa since the burial of Mr. Steve Biko, the black consciousness leader who died in police detention more than two years ago, took place at the weekend for one of three black gunmen shot by police in Pretoria after they seized 25 white hostages.

A crowd of 20,000, most of them students, marched in a huge cortège through the black township of Soweto, outside Johannesburg, to follow the coffin of Fannie Mafoko. The chanting and singing crowd commandered vehicles along the eight-mile route to the cemetery.

The hero's tribute was in complete contrast to the horror and disguts which the gunmen aroused among whites. Mafoko was shot dead with two fellow gunmen after they had seized a suburban bank outside Pretoria and demanded the release of political prisoners in exchange for their hostages.

The hard-line police response during which they stormed the bank in a shoot-out which left two of th hostages dead and nine wounded, has aroused little criticism among whites.

Some 500 police lined the funeral route in Soweto, and fired teargas canisters to control the mourners on two occasions. Four girls, including a sister of the dead man, were taken to hospital. Another three people were injured when police baton-charged a group of youths.

Escudo revalued by 6%

BY JIMMY BURNS IN LISBON

PORTUGAL has announced a 6 per cent revaluation of the escudo as part of a package of measures to curb inflation.

The measures were announced by Sr Anibal Cavaco Silva, the Finance Minister, in a broadcast to the nation and include a crackdown on price speculation, public sector spending cuts and controls on wage increases.

A revaluation of the Escudo is a major departure from the exchange rate policy pursued by successive Portuguese Governments since 1977 when the escudo was devalued by 15 per cent against the basket of major currencies. The escudo has subsequently experienced a further 6.5 per cent devaluation and a widening in the monthly adjustment of the currency to 1.25 per cent, as part of a stabilisation programme agreed with the International Monetary Fund.

The Centre-Right Government has justified its decision to revalue on the ground of last year's considerable improvement in the balance of payments. Portuguese exports have also recovered competitiveness.

China aims to boost agriculture

By Tony Walker in Peking

Communist China will continue to give priority to industrial production which assists the agricultural sector, the standing committee of the National People's Congress—China's Parliament—heard at the weekend.

Yuan Baohua, Vice-Minister in charge of the State Economic Commission, said one of China's main tasks is to produce more chemical fertiliser, pesticides and farm machinery for agriculture.

Yuan said that 1980, the second year of China's planned three-year economic readjustment programme, would have an important bearing on the modernisation drive.

China's other goals were:

- Build-up of the light industrial sector;
- Reduction in consumption of energy;
- Continued modernisation of China's coal mines;
- Increased oil exploration;
- Improvements in technical and managerial levels in industry.

The last is regarded as a top priority because of a serious shortage of skilled managers and technical staff in many industries.

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Airbus urges Fokker to make joint offer to Japan

BY CHARLES SMITH, FAR EAST EDITOR, IN TOKYO

FOKKER-VFW, the Dutch-West German aircraft manufacturer, has been asked by Airbus Industrie to consider an arrangement under which the European aircraft industry would put up a "single proposal" to Japan for the joint development of a short-haul airliner.

The arrangement, if accepted by Fokker, would end the present situation in which Fokker and Airbus are making competing offers to Japan. Fokker began more than a year ago to sound out the Japanese industry on a proposal for joint development of the F-29, a 130-seater, short-haul airliner which it hopes to start building in 1983.

Airbus made a somewhat later start, but has recently begun to try to interest Japan in its SA-1 and SA-2 projects—code names for two alternative versions of a short-haul airliner carrying from 130 to 160 passengers.

Mr. Francois Swarttouw, the Fokker chairman, said in Tokyo he was considering the Airbus proposal for talks on a joint approach to Japan. He doubted, however, whether Airbus was in a position to design a new short-haul aircraft "very soon." What the proposal seemed to indicate, according to Mr. Swarttouw, was that Fokker was on the right track with its own plans for a 130 seater short-haul aircraft.

Fokker claims that its new aircraft will fill a slot in the aircraft market, where there is a potential demand for up to 1,500 aircraft. It hopes to capture up to 400 orders and to be able to offer a product that will be fully competitive with the U.S. aircraft industry in the same size and performance range.

Fokker would, however, prefer not to have to compete with both Airbus Industrie and leading U.S. manufacturers at the same time.

Poles to buy fewer UK tools

BY CHRISTOPHER BOBINSKI IN WARSAW

BRITISH SALES of machine tools to Poland will drop by about half this year compared with 1979, according to Mr. Alexander Jung, the managing director of Metalexport.

The company is Poland's sole foreign trader in machine tools, and imports from Britain last year were worth £37.8m compared with £45.8m in 1978. Metalexport's overall hard currency imports last year were worth £231.8m and Mr. Jung is planning to spend a similar amount of hard currency on machine tools in 1980.

Metalexport's hard currency exports last year were worth £63.4m. The British sales decline this year is largely explained by the current round of equipment purchases for the Massey-Ferguson Perkins' modification of the Ursus tractor factory, which is to end soon. With no further large British projects in view, prospects for the future are bleak and this year imports will mainly come from West Germany, France and Italy.

Soviets sign pact with Hungary

BY DAVID SATTER IN MOSCOW

THE SOVIET UNION and Hungary have signed a trade agreement for 1980 which calls for trade to increase to Roubles 5.3bn (£3.6bn), a 5 per cent increase over the value of trade last year which was Roubles 5.05bn.

The agreement also calls for an increase of 200,000 tonnes in deliveries of Soviet oil which is provided to Hungary and other Comecon countries at protected prices.

Under the trade protocol Hungarian imports will have a value of Roubles 2.9bn and exports to have a value of Roubles 2.4bn thereby leaving a planned deficit for Hungary of Roubles 500m. Hungary exports machinery and agricultural goods to the Soviet Union and gets 70 per cent of its energy products from the Soviet Union.

Total crude oil deliveries will come to 7.5m tonnes compared with 7.3m tonnes last year, and the Soviet Union will supply 2.5m tonnes of oil products in 1980. Gas deliveries are to increase to 3.8bn cubic metres this year from 2.6bn cubic metres in 1979.

SHIPPING REPORT

Dry cargo rates show strength

BY WILLIAM HALL, SHIPPING CORRESPONDENT

THE DRY CARGO markets continue to show surprising strength in the aftermath of the United States embargo on grain exports to Russia. Meanwhile the tanker market remains depressed by the unusually mild winter in many of the world's oil consuming nations.

Idle tanker tonnage is piling up in the Arabian Gulf and there is talk of ships being put back into lay-up. The relatively mild winter in both Europe and North America has meant that oil stocks are being maintained.

Rates for very large crude carriers (VLCC) are far from healthy. Currently, a 250,000 tonner can expect to command around Worldscale 25. Among voyages westwards out of the Arabian Gulf. This is roughly 25 per cent below the rates prevailing in mid-January.

Rates for ultra large crude carriers (ULCCs) stand at around Worldscale 26. Amongst the smaller vessels, the demand for products carriers has picked up and 30,000 tonners are commanding $17-$18 per ton per day for 12 months time charter.

In the dry cargo market the strength of freight rates is rather puzzling. Denholm Coates reports renewed interest in period charter activity from numerous sources — including the Japanese. Rates for 27,000 tonners are around $8,000 per day for 12 months.

The Chinese have remained active, particularly in the U.S. Gulf/China trade, and are paying around $36.50 per ton, which is slightly more than the rates being conceded prior to the U.S. grain embargo.

In the second-hand ship market, activity has been rather subdued.

World Economic Indicators

INDUSTRIAL PRODUCTION

					% Change over previous year	Index base year
	Dec. '79	Nov. '79	Oct. '79	Dec. '78		
U.S.	152.2	151.8	149.6	150.4	+1.2	1967=100
Germany	133.6	137.4	129.2	122.0	+9.5	1970=100
Japan	138.0	138.1	136.7	127.3	+8.4	1975=100
	Nov. '79	Oct. '79	Sep. '79	Nov. '78		
France	134.0	132.0	136.0	130.0	+3.1	1970=100
Italy	147.4	157.0	143.6	137.0	+6.7	1970=100
UK	113.5	112.3	110.9	109.6	+3.6	1975=100
	Oct. '79	Sep. '79	Aug. '79	Oct. '78		
Holland	124.0	126.0	124.0	123.0	+0.8	1970=100
	Sep. '79	Aug. '79	Jul. '79	Sep. '78		
Belgium	129.0	110.6	75.7	124.4	+3.7	1970=100

Cost rises hit new Iran dam

By Simon Henderson in Tehran

ONE OF the bigger development projects to survive the Iranian Revolution—the $500m Lar Dam, outside Tehran—is on the point of suspension, because of difficulties with the Iranian authorities over cost rises.

The companies involved are Sir Alexander Gibb and Partners of Britain, acting as consultant engineers; Impregilio and Tessa, an Italian-Iranian joint venture led by the Fiat-affiliate Impresita, which is building the dam; a consortium of three West German companies — Huta-Hegerfeld, Karl Stoehr, and Heitkamp — building a tunnel; and a Japanese company, Kumagai Gumi, working on some of the downstream facilities.

Those associated with the project (which is 80 per cent complete) say meetings with the Tehran Regional Water Board, the customer for the contract, to sort out the difficulties are continuing, but the situation is one of conflict.

When the contract was drawn up in 1974, the Iranian Planning and Budget Organisation had not fully formulated a policy to deal with cost escalation, and the project has been working in a grey area ever since.

Work on the dam was less affected by the revolution than most projects. Since then, it has been declared a priority by the revolutionary authorities. When complete, it will provide extra drinking water for the capital.

ALFA ROMEO, NISSAN TALKS

Communist Party gives its approval

BY PAUL BETTS IN ROME

THE ITALIAN Communist Party and the Communist dominated Engineering and Metalworkers Union have expressed broad approval on the current negotiations between the state Alfa Romeo car company and the Japanese Nissan group for a joint venture to manufacture initially some 50,000 medium sized cars in southern Italy.

The Communists, Italy's second largest party, indicated the collaboration deal between Alfa Romeo and Nissan could be advantageous for Italy as long as there was no risk of the Italian company being absorbed in the longer term in a foreign multinational group.

In any event, prejudices and fears over the possible deal should not interrupt the current negotiations which are now understood to be at a very advanced stage.

The deal forms part of Alfa Romeo's recovery strategy launched last summer to bring the state controlled company back into profitability by 1983.

The Italian car group, which lost L126bn (£68m) in 1978 and is expected to report another sizeable deficit last year, has for the past 12 months sought international and domestic partners for eventual joint ventures. The basic aim of these ventures is to produce better economies of scale for a low output manufacturer like Alfa Romeo.

The deal with Nissan is also expected to favour the recovery of Alfa Romeo's heavy loss-making operations at its Pomigliano d'Arco plant, near Naples, which has been plagued in past years by low productivity and chronic labour problems.

The idea is to mount a new medium sized car with 1300 cc and 1500 cc engines developed for the Alfasud range manufactured at the Naples plant. Alfa Romeo's participation in the new project would probably amount to about 70 per cent while Nissan's share would be about 30 per cent.

The eventual agreement, which is not expected to involve Nissan taking an equity stake in Alfa Romeo, is also understood to envisage pre-assembly operations at a new plant to be constructed near the existing Alfasud Pomigliano d'Arco complex.

But the Alfa-Nissan proposals have aroused some controversy here because of fears that the deal could give the Japanese car industry a bridgehead in Italy. The negotiations also coincide with the growing difficulties in the car operations of Fiat Italy's largest private enterprise and main car manufacturer.

Fiat recently reported disappointing results in its car operations last year largely as a result of inadequate productivity and serious industrial relations problems. The Turin-based group is now involved in major talks with the trade unions to try to improve productivity.

Moreover, the Government has set up a working party to examine the problems of the Italian car industry in view of the sector's growing difficulties.

● Foreign car sales accounted for 572,800 units, or a 39.5 per cent share, out of the total 1.45m cars registered in Italy in 1979, AP-DJ reports from Milan. Sales by foreign companies rose 13.4 per cent from the previous year, while total sales increased by 4.3 per cent, according to the Association of Italian Representatives of Foreign Companies.

Electrical 'slump' fears

BY RUPERT CORNWELL IN MILAN

ITALY'S heavy electrical industry is facing a severe slump in activity unless the government moves swiftly to launch its promised nuclear power station programme, according to Sig Ottorino Beltrami, president of the country's Elecrical Industry Association.

The industry, led by Finmeccanica of the state-owned Istituto per la Ricostruzione (IRI) group, is involved in negotiations for a possible order from Romania for five power stations, but its main hope for new business depends on the go-ahead for the Government's modified 10,000 Mw scheme for five twin reactor stations.

Sig Beltrami said on the eve of the annual Industry Exhibition here that the electrical and heavy electrical sector produced a trade surplus of L1,211bn (£660m) in 1979.

Prospects for this year, apart from the anxiety over the nuclear development programme and a consistently low level of research spending, are uncertain.

Eximbank for India urged

BY K. K. SHARMA IN NEW DELHI

THE Federation of Indian Chambers of Commerce and Industry (FICCI) has suggested the creation of a revolving fund exclusively for project exports, including joint ventures abroad.

In a detailed note to a Government committee now formulating India's export strategy for the 1980s, the Federation also suggested the creation of a separate foreign exchange fund to provide export credit outside the general credit guidelines of the Government.

The Federation called for immediate steps to establish an exclusive export-import bank on the lines of those operating in the U.S. and Japan.

The measures sought by it are important as India faces a trade deficit of over Rs 20bn (£1.1bn) in 1979-80 and feels export promotion is the only way to narrow the gap.

● For the first time in the UK India is mounting a major industrial trade fair at the National Exhibition Centre, Birmingham, from March 2 to 6.

UK NEWS

Joseph to face Welsh pressure

BY ROBIN REEVES, WELSH CORRESPONDENT

SIR KEITH JOSEPH, Industry Secretary, will face pressure to upgrade the regional development status of Port Talbot, Llanwern, and other parts of Wales, when he makes a whirlwind fact-finding tour of South Wales today.

The level of regional aid to incoming industry in both steel towns is due to be cut in August as part of the Government's public expenditure economies. Local authority leaders will press for the restoration of maximum incentives to offset the 11,300 redundancies which British Steel Corporation wants at its Port Talbot and Llanwern plants.

Although the Government has announced a special grant of £48m for the next two years, mainly to finance the building of industrial estates and advance factories by the Welsh Development Agency, additional aid to attract jobs is regarded as essential if the local economies are to recover.

Sir Keith is certain to be left in no doubt about the depth of Welsh concern over the potential effects of steel and coal policies on the Welsh economy. But his requested meeting with the Wales TUC will not take place until later this month—in London.

Welsh trade union leaders refuse to accept the BSC's proposals which, combined with a planned switch to cheaper imported coking coal, threaten the closure of up to 21 pits and 15,000 miners' jobs.

The Wales TUC foresees a minimum of 42,000 jobs being lost in Wales this year if BSC's plans are implemented by August. It is demanding a two-year postponement.

All-out strike

The TUC remains virtually committed to an al-out strike in the coal, steel and transport industries from March 10, preferably with the active support of the British TUC but, if necessary, alone. A final decision is due to be taken at a Wales TUC recalled conference on February 27.

Local trade union leaders acknowledge it could prove difficult to maintain this militant stance against the steel redundancies, given a settlement of the steel pay strike.

'Watchdog for State groups' call

By Elinor Goodman, Lobby Staff

EFFECTIVE re-establishment of the former Parliamentary select committee on nationalised industries is likely to be discussed today by chairmen of the 12 new departmental "watchdog" committees.

The concept, canvassed by MPs concerned that certain aspects of nationalised industries are not adequately overseen by the present departmental committees, envisages such a body as a subcommittee of the new Industry and Trade Committee.

The suggestion is among subjects expected to be discussed at today's long delayed first meeting of the Liaison Committee, set up to deal with issues that individual committees cannot resolve alone.

The new select committees, which began work in December, were devised to give MPs greater access than before to information from Ministers and civil servants. However, some MPs have queried whether the committees' restriction to the affairs of specific departments would not inhibit their effectiveness.

British Steel to limit coking coal imports

BY MAURICE SAMUELSON

THE BRITISH Steel Corporation has agreed not to expand its imports of coking coal this year, thanks to a new pricing formula which will cost the National Coal Board about £22m.

The agreement, which is expected to be announced this week, lasts until the end of 1980 and will only marginally reduce fears in South Wales about growing imports and their effect on miners' jobs.

BSC, which is already importing some 4m tonnes, had been considering an option for another 1.3m tonnes. If it had bought British coal instead, the hard-pressed corporation would need to have found another £33m.

Repeated requests for a Government subsidy have been rejected, even though the Coal Board offered to pay nearly half the amount required.

The latest rebuff came during last Tuesday's meeting between Sir Derek Ezra, NCB chairman, and Mr. David Howell, Energy Secretary, who again said that the State-owned industries must find the extra money themselves.

Sir Derek proposed other forms of relief besides a straight-forward subsidy.

The Coal Board subsequently increased its own subsidy to BSC from £15m to nearly £22m. Under their agreement, too, no more imported coking coal will be supplied to the BSC works at Llanwern, in South Wales, or to Scunthorpe in the North-East. However, imports will still be allowed to go to the works at Port Talbot, Ravenscraig (in Scotland), and Durham.

This means that of the 9m tonnes of coking coal which BSC (in a pre-strike estimate) would burn this year, at least 5m tonnes would be British, compared with last summer's annual supply rate from the NCB of 7m tonnes. Without the agreement, however, this year's British share would have fallen to 3.7m tonnes, with the prospect of a mere 2.5m tonnes in 1981.

BSC says that it could only dispense with imports if the Coal Board brought its prices nearer to those of cheaper competitors, such as the U.S. and Australia. The Coal Board says that because of inflation, the strength of sterling and other factors this is impossible.

Nevertheless, it will regard the 1980 agreement as a breathing space and more talks are expected later in the year aimed at limiting coking coal imports in 1981.

Sir Derek Ezra recently estimated that for every 1m tonnes of business lost in the South Wales and Kent mines which produce coking coal, some 3,500 to 4,000 jobs could disappear.

Surprisingly, the steel strike has not hit coal production in South Wales, although coal which cannot be moved is being put into stock and some is being supplied to power stations. But with BSC planning to halve steel output there, the Coal Board's surpluses will rise and it will face a serious marketing problem.

Meanwhile, with coal prices due to rise at the beginning of March, the NCB is holding talks with the Ceneral Electricity Generating Board, which has undertaken to buy 75m tonnes a year as long as the increase does not exceed the rise in inflation.

Less State aid for industry

BY HAZEL DUFFY, INDUSTRIAL CORRESPONDENT

GOVERNMENT AID to the private sector of industry has been declining steadily over the past five years, according to figures given in a recent written Parliamentary answer.

The figures, covering both direct and indirect aid from the Department of Industry, show that government support was at at its peak in 1975-76 at £1,500m (at 1979 survey prices). For the previous four years, it hovered between £1,180m (1972-1973) and £1,450m (1971-72). By 1978-79, aid had declined to £780m.

A number of major policy changes in aid to industry were implemented during the period, which covered the Heath administration at the beginning, followed by the Labour Government after 1974. The figures do not include the changes in industrial aid policy which have been introduced by the present Government.

Introduction of regional development grants under the 1972 Industry Act, applicable only to the assisted areas, in place of the more general investment grants, was responsible in part for the fall in aid under the first category from £970m in 1971-72 to £350m in 1978-79. At the same time, there was a shift from direct aid to more general fiscal incentives on investment in plant and machinery.

The second category of funding—Sections seven and eight of the Industry Act, 1972, the Local Authority Act 1972 and NEB funding—rose progressively during the mid-1970s to £550m in 1975-76.

This included the Chrysler rescue, and State aid to other companies in the private sector, some of which were then transferred to the National Enterprise Board. By 1978-79, the total support in this category stood at £360m, reflecting to some extent the end of many of the selective industrial aid schemes.

Britannia faces new jet choice

BY MICHAEL DONNE, AEROSPACE CORRESPONDENT

BRITANNIA, the UK independent holiday airline, hopes to make a choice of a new jet airliner for its fleet by the end of this month. It is studying two types of aircraft, the Boeing 767 semi-wide-bodied aircraft, and the European A-310 Airbus.

The initial order would probably be for two aircraft, Mr. Derek Davison, managing director, said yesterday that the airline's present fleet of Boeing 737 twin-engined jets by the end of this year will total 25 aircraft.

Orion to change its management pattern

BY MICHAEL LAFFERTY, BANKING CORRESPONDENT

ORION, the consortium-owned Euro-currency bank, is to introduce a more independent management structure whereby it will operate more "at arm's length" from its shareholders.

The new structure is the direct outcome of discussions between Orion executives and its shareholder banks since the resignation of Mr. David Montagu as Orion chief executive last year

Mr. Montagu wanted to see Orion bought out by one of its main shareholders, possibly National Westminster Bank.

The other shareholding banks are Chase Manhattan, Credito Italiano, Mitsubishi, Royal Bank of Canada and Westdeutsche Landesbank.

The management arrangements involve appointment of Mr. William de Gelsey, one of the bank's managing directors, as deputy chairman. Mr. Christopher Chataway, the former Tory politician, and Mr. Philip Hubbard, both Orion managing directors, are appointed vice-chairmen.

Acceptance of these posts is said to indicate that all these executives are now happy to stay with Orion, despite initial apprehension

They will work closely with Mr. Jeff Cunningham III, Orion's new chief executive, and two other senior executives, Mr. Antonino Cravero and Mr. Michael Perry, through a new management committee.

This will be in charge of day-to-day running of Orion. It will have greatly expanded lending authority, in contrast with previous arrangements whereby all loans of more than $5m had to be approved by Orion shareholder banks.

This is thought to have caused much frustration among senior Orion executives in the past, though it is said that no lending decision has ever been rejected by the shareholders.

Another feature of the arrangements is that each shareholder bank will appoint two directors to the Orion main board. One will be a senior executive from each bank, the other an operating banker with knowledge of the business Orion does.

Orion today reports a pre-tax profit of £8½m for 1979, against £10.1m the previous year.

Terrorist funds theory on jeweller's death

BY STEWART DALBY

POLICE in Northern Ireland are pursuing the theory that Mr. Leonard Kaitcer, the jeweller and gold dealer kidnapped in Belfast last week, was killed by terrorists who realised that his family could not pay the £1m ransom that they demanded.

His body was found on Saturday in a roadside ditch four miles from his home. Nobody has claimed responsibility for the murder, but it is thought that the kidnapping and killing bear all the hallmarks of the *Irish National Liberation Army* terrorist group, which has conducted several kidnappings in the Irish Republic to raise funds.

The Provisional IRA, the largest Roman Catholic terrorist group, has raised money primarily through bank robberies.

The abduction of Mr. Kaitcer, aged 50, *was the first* kidnapping of a businessman in Ulster for seven years. The last victim was Mr. Thomas Niedermeyer, whose body has never been found.

The prospect of businessmen being kidnapped adds a frightening new dimension to terrorist activity in Northern Ireland. The province is suffering from the *worldwide recession* and there is every need to attract foreign investment, but there are fears that such kidnappings will frighten off potential investors.

Dow plans Cromarty petro-chemical plant

BY RAY PERMAN, SCOTTISH CORRESPONDENT

DOW CHEMICALS, the U.S. group, has applied for consent to build a £150m gas separation plant and an associated petrochemical complex on the Cromarty Firth in North-East Scotland.

The project is linked to the proposal to construct a new pipeline system which would collect gas from a number of North Sea oilfields, and which is presently being studied by Mobil and the British Gas Corporation.

Their report, expected to be in the Government's hands shortly, will recommend building a 400-mile pipeline with two branches stretching as far as the Magnus Field in the North and the Fulmar Field in the South. Gas would be landed at St. Fergus, near Aberdeen, where there are already gas terminals serving the Frigg and Brent fields and where British Gas would extract the methane.

In an outline planning application submitted to the Highland Regional Council on Friday, Dow envisages a further undersea pipeline from St. Fergus to the Cromarty Firth, where there would be plant to separate and process gases such as propane, ethane and butane.

Ethane cracker

The company has already bought 500 acres of reclaimable land in Nigg Bay, on the Firth, from a Channel Islands-registered property group and it has made an arrangement with Cromarty Petroleum, which owns a large adjacent site.

Dow will now act as managers and agents for Cromarty Petroleum, which is owned by the U.S. tanker magnate Daniel K. Ludwig, and has planning permission to build a refinery.

The proposed development would be on both sites and would include in the initial phase a gas separation plant, underground storage tanks and a marine terminal. Eventually, however, the complex could be much larger, including an ethane cracker and other plants using the resultant ethylene.

Local supporters of the plan believe that it could receive consent without a public inquiry, since most of the issues of principle were decided at the Cromarty Petroleum refinery inquiry four years ago when the Governments overruled the inspector's findings and granted permission.

SDRs attract more business from Arab oil-exporters

BY DAVID MARSH

MIDDLE - EAST oil-exporting countries are showing increased interest in placing surplus funds with Western banks in deposits denominated in special drawing rights.

The revival of interest reported by international banks in the multiple-currency unit of the International Monetary Fund reflects oil exporters' desire for diversified investment outlets for their rapidly growing surpluses.

It comes when the IMF is mounting a large-scale diplomatic effort to win support for an official SDR substitution account that will allow central banks to exchange dollar reserves for SDR-denominated assets issued by the fund.

SDR accounts allow depositors to minimise the risk of foreign-exchange losses by spreading their investment among the 16 currencies making up the SDR. The accounts, normally running for three or six months, are opened in any currency, but depositors receive payments of interest and principal in terms of the SDR.

Several international banks launched such accounts in the mid-1970s but their use never became widespread among corporate or public-sector customers.

Signs of increasing demand reflect not only the IMF's efforts to set up its substitution account but also the relative weakness over the past 12 months of refuge currencies such as the Deutsche Mark, Swiss franc or yen.

Chase Manhattan, one of the first banks to offer SDR accounts, says interest has revived recently, primarily from central banks in the Middle East and elsewhere.

Kredietbank, the Belgian banking group, which, like Chase, has been running SDR accounts for several years, also reports increased demand in the past six months from Arab institutions.

All the big four London clearing banks report a build-up in inquiries for such accounts. National Westminster has been running a small pilot scheme for oil companies for about a month to explore the technical complexities of running an account in 16 different currencies. Midland and Barclays are studying the matter and will probably offer SDR accounts soon to large depositors such as central banks and oil companies.

The IMF may welcome signs of increased interest in the SDR. But an increase in commercial SDR deposit facilities being made available to central banks might prove competition for the official substitution account once it gets under way, which the IMF hopes will be the end of this year or in 1981.

Telephone help for the blind

THE ROYAL National Institute for the Blind has set up an experimental telephone advisory service for both blind parents and parents of blind children. It is manned by Mrs. Gill Hinds, on Northampton 407726.

Charrington chief's will

MR. John Arthur Pepys Charrington, president of Bass Charrington, who died in October, aged 74, left £467,716 gross, £428,060 net, in his will. He lived at Netherton, Andover, Hampshire.

Ford overtakes BL as top car maker after record month

BY KENNETH GOODING, MOTOR INDUSTRY CORRESPONDENT

FORD UK SOLD more cars in January than in any single month before. The group had a 37.63 per cent share of January's total new car registrations.

But while Ford was riding high with sales of 59,780 cars, BL plumbed the depths. Its market share slumped to a fraction over 15 per cent, according to Society of Motor Manufacturers and Trader's figures released today.

Ford overtook BL as the UK's major manufacturer in January. Its UK-assembled cars accounted for 17.7 per cent of the market, compared with BL's 13.2 per cent (BL assembles some Allegros in Belgium).

But to achieve its record, Ford had to import more than ever. Cars assembled outside the UK accounted for 53 per cent of the Fords registered in January, compared with 51.5 per cent in January last year.

In particular, there was a big jump in sales of Belgium-assembled Cortinas and Spanish-built Fiestas.

The success of the Fiesta helps explain why Ford did so well in January, a month when private buyers usually predominate. Ford sells the vast majority of its cars to fleet buyers, and its January market share is usually relatively low.

But sales of the Fiesta more than doubled from the usual monthly level in January to make it the third most popular model in the UK.

The Cortina was also freely available and the model had its best month for sales at 25,424. It easily maintained its position as Britain's best-seller.

The car-buying boom which ran right through last year has continued. Total January registrations reached 159,108 or 1.85 per cent up on January last year. Sales did not quite reach the record 162,000 of January 1973.

Mainly because of Ford's performance, imports took 59.46 per cent of total registrations compared with 53.85 per cent in January last year.

The SMMT continues to stand by its forecast that registrations will drop this year from last year's record 1.71m to about 1.5m, and that the import content will remain near 60 per cent.

Of the "traditional" importers (those which have no UK assembly base), Volvo had a record January. It sold 4,294 cars, up 21 per cent on the previous January, and improved market share from 2.26 per cent to 2.7 per cent.

The Japanese share of the market fell from 8.74 per cent to 7.12 per cent in January and actual sales were down, from 13,633 to 11,311.

The top 10 models in January, according to the SMMT, were: Ford Cortina (25,424 registered): Ford Escort (14,830): Ford Fiesta (10,095): Austin Morris Mini (6,659): Vauxhall Cavalier (5,643): Ford Capri (4,819): Ford Granada (4,606): Morris Marina (4,477): Vauxhall Chevette (4,103): Austin Allegro (3,921).

Wardle to reconsider factory closure

BY ROBIN REEVES, WELSH CORRESPONDENT

THE BERNARD WARDLE group is to reconsider the decision to close its Carnaerfon PVC cloth factory after a meeting with union officials and community leaders at the weekend.

The proposed closure raised a storm of protest. Three directors who went to Carnaerfon for the talks were greeted by a demonstration of over 2,000 people.

Wardle's Everflex factory is the second biggest manufacturing employer in a town of persistently high unemployment.

The group, subject of a takeover bid from Mr. Graham Ferguson Lacey's Birmingham and Midland Trust, proposed to transfer Carnaerfon's production of PVC cloth for vehicle upholstery to its Armoride factory at Earby, Lancs, with loss of 320 jobs.

Armoride was acquired only two years ago. Carnaerfon was once the headquarters of the company.

Shipbuilders' union sees hope of deal this week

BY PHILIP BASSETT, LABOUR STAFF

BRITISH SHIPBUILDERS' union negotiations yesterday held out the prospect of an agreement over pay being reached this week in talks with the company that resume tomorrow.

The position of the State-owned British Shipbuilders has been closely compared with that of British Steel. Before the last abortive round of negotiations in January for the 80,000 shipyard workers, some union officials were saying that in some respects the company's position was even worse than that of the BSC.

Mr. John Chalmers, leading union negotiator and general secretary of the Boilermakers' Society, said yesterday that the present state of the order books made clear British Shipbuilders' serious position.

Therefore, he said, the shipbuilding industry could not afford to sustain the type of action that British Steel was suffering.

Mr. Chalmers said he was optimistic that an agreement might be reached this week on pay. Both sides would have to indicate their determination to secure an agreement, though, since a settlement might be enough for the company to secure new ship orders.

Union officials are expecting British Shipbuilders to table a definite offer tomorrow, although some union delegates at last month's talks felt that the company delayed an offer to see how the steel dispute would progress.

The unions say that the shipyard workers would be unlikely to settle for less than about 17½ per cent, about the inflation rate. However, some officials wonder whether, in the light of the steel strike and other events, the shipworkers' ambitions might not have been set too high.

Any offer seems likely to fall well short of 17½ per cent and even further below the joint shipbuilding unions' original claim, worth slightly more than 20 per cent but which British Shipbuilders, having put it at 30 per cent, has made clear that it cannot meet.

Finniston criticised

By Our Labour Staff

THE Engineers' and Managers' Association criticised the recent report by the Finniston committee on the engineering industry yesterday for failing to give sufficient weight to trade union organisation.

Mr. John Lyons, the association's general secretary, said that the report noted its belief that most private professional engineers would eventually join a union. All those in the industry ought to accept that.

Mr. Lyons, writing in the journal of the association's constituent groups, said, however that the committee had failed to understand that, without a union to represent them, engineers stood very little chance of improving their pay differentials against average earnings in spite of the committee's concern about their status.

Rolls stewards accept offer

ROLLS-ROYCE shop stewards in Derby have defied a works' committee recommendation and accepted a pay agreement which will give more than 11,000 manual workers productivity rises of at least £10 a week.

Enclosed docks face official strike today

BY GARETH GRIFFITHS, LABOUR STAFF

THE LONDON enclosed docks are expected to be at a standstill today with the start of an official strike by about 1,000 dockers, members of the National Amalgamated Stevedores and Dockers.

A leaflet by the Transport and General Workers' Union shop stewards at the docks instructs its 3,500 members in India, Millwall, Royal and Tilbury Docks not to cross NASD picket lines if requested.

The Port of London Authority described the position last night as "extremely gloomy."

There is a meeting today of the Port Labour Executive Committee, where both sides are represented. The agenda has no reference to the dispute but the Enclosed Docks Employers' Association hopes to make a report there.

There have been frequent unofficial contacts since pay talks collapsed last week. The two unions seek 30-40 per cent and a week's extra holiday, totalling five weeks. The employers have imposed a ceiling of 12 per cent.

In the past three weeks traffic has been disrupted by one-day unofficial TGWU strikes and a separate dispute involving 800 tally clerks.

A settlement at the docks would be backdated to January 1. Negotiations have been going on since the beginning of last month and the union side feels that any agreement should reflect the figures reached by other docks' settlements, currently running at 15 per cent.

Last Meccano rescue bid

A LAST-DITCH effort will be made this week to find a buyer for the Meccano toy factory on the Edge Hill industrial estate at Liverpool and save at least some of the plant's 940 jobs.

It follows an announcement by Airfix Industries, the parent company, to the union negotiators in London on Friday that no more money is available to increase severance pay offers.

Mr. Mike Egan, district officer of the General and Municipal Workers' Union, said yesterday that they must now redouble their efforts to find an outside buyer in the 20 days available before Arfix take back the factory. He said the workers would be advised at a mass meeting this morning to continue the occupation of the plant which has gone on since it was closed at two hours' notice on November 30.

Building and Civil Engineering

Trade centre and pipelines

SUBMISSION OF the lowest bid against strong international competition for the 14-storey Alireza Trade Centre in the commercial centre of Jeddah, Saudi Arabia, has resulted in Laing Wimpey Alireza being awarded an £8.5m contract from Haji Hussein Alireza and Co.

The centre will incorporate shops at ground floor level with 130,000 square feet of office area on 13 floors above with parking space for 80 vehicles on two basement levels.

Building will be of reinforced concrete frame construction with cladding of precast concrete mullions and reflective glazing infills. Design of the centre is by Bellante, Clauss Miller and Partners and design development and working drawings are being undertaken by John Laing Design Associates.

Work is due to start this month and overall completion is planned within 22 months.

Two contracts, together worth £6.6m (excluding pipe supply) have been won by John Laing Pipelines for the laying of water mains, gas mains and sewers in Kuwait for the Ministry of Electricity and Water.

On Kuwait's King Feisal Expressway, the £2.1m job includes construction of 32 km of ductile iron water pipelines of 300 to 1,000 mm diameter, 5 km of welded steel gas pipelines up to 400 mm diameter, and the laying of 4 km of control cables, together with construction of numerous reinforced concrete valve chambers. About 12 km of redundant iron water mains will be removed. The project is due for completion by July this year and is being carried out on an existing grid which will be kept in operation.

At Maghreb Street, between the second and fifth ring roads in Kuwait, the company is working on the construction and relocation of water pipelines under a £4.5m contract due for completion by February 1981. Work includes the construction of 22 km of ductile iron water pipelines up to 800 mm diameter, 1 km of welded steel gas pipelines of 150 mm diameter, 3 km of concrete and asbestos sewers up to 1,500 mm in diameter and 1.5 km of control cables.

There will be numerous reinforced concrete valve chambers and in-site culverts, as well as road diversions totalling some 10,000 square metres. Up to 22 km of redundant water mains will be removed. Again, the existing grid will be kept operational throughout the contract period which is due for completion by February 1981.

Engineering services are being provided by the Ministry of Electricity and Water of the Government of Kuwait.

Work at home for the company is worth a further £3.8m under two contracts awarded to John Laing Construction, north east region.

This is being carried out for Peterlee Development Corporation on the north west industrial estate and involves eight advance factories at Burdon Drive, and the construction of a purpose-built factory in Cook Way.

Advance factories are to be built within 15 months and will comprise four detached and two blocks of semi-detached units. Buildings will have in situ reinforced concrete pad foundations and ground beams, a steel framed structure with plasterboard lined metal cladding and metal deck and felt roofing. Offices will be included and the contract also calls for the construction of roads, car parks and drainage work.

The purpose-built Cook Way factory will have a steel framed structure with metal and brickwork cladding and felt covered metal deck roofing. It will incorporate a two storey office section. An additional building of similar construction will provide catering facilities.

£3.3m worth to Ford and Weston

LARGEST OF the latest contracts awarded to Ford and Weston is an office and factory complex for the P. P. Payne subsidiary of Norcross Investments at Eastwood, Nottingham (£1.3m). Work has already started and is to be completed by July. The architects are the Morrison Design Group and the quantity surveyors are Carter, Glover and Partners.

At Station Road, Beeston, Nottingham, Ford and Weston is to construct 102 units for the Derwent Housing Association. The architects for this scheme, costing £1.1m, are Design Associates, and the quantity surveyors are Carter, Glover and Partners.

Other contracts are at Huntingdon Street, Nottingham for the Metropolitan Housing Trust (£600,000) and for the National Bus Company at Mansfield, where alterations and extension works will cost over £300,000.

Cementation to work in Gibraltar

TRAFALGAR HOUSE company, Cementation International, has been appointed by the Government of Gibraltar to participate in a joint venture with Gibraltarean company, Fabri Construction, as contractor for a £4.6m girls' comprehensive school.

This is to be located in the Montagu Basin and will cater for about 300 students. It will have its own gymnasium and staff accommodation in addition to the normal educational facilities.

Architect is Stillman and Eastwick-Field, and the quantity surveyor Harry Trinick and Partners.

Work is due to begin in the spring and will take about two years to complete.

City sports complex

TWO CONTRACTS together worth over £1.3m have been awarded to Miller Buckley Construction for work in the London area including an £853,000 project for a sports and leisure complex to be built under the arches of Cannon Street railway bridge. This is being undertaken for a consortium.

The other contract is a design/build project and is worth over £¾m. It has been awarded jointly to Miller Buckley Projects and Miller Buckley Construction by Boropex Holdings.

£9m factory and offices

AWARD OF a contract worth nearly £9m for the construction of an office and factory complex at Leeds for Sulzer Bros. (UK) has been announced by Shepherd Construction.

Work has just started on the 18-acre site at Millshaw on the outskirts of the city and the contract is due for completion in 1981.

The site, which was acquired from Leeds City Council after it had been ear-marked for industrial development, will, by next year, contain a 14,000 square metre factory together with a 2,250 square metre pattern shop and store, a 5-storey office block, 1,200 square metre 2-storey canteen building and extensive car parking.

The factory will be a steel-framed structure with external brick and sheet cladding. It will have a double-glazed north light roof and heating will be provided by high-level radiant strips.

Shepherd will also construct a pump testing facility within the new premises. This will include a 9-metre-deep well constructed in reinforced concrete, measuring 30 metres by 7 metres and capable of containing up to 1,800 cubic metres of water.

The office block will be linked to the factory and will be constructed of insitu reinforced concrete with suspended plate floors and external facing brickwork.

Architects Braithwaite and Jackman, of Leeds, have designed the project and they will also be responsible for quantity surveying services in conjunction with Holmes and Walker, of Leeds. The consulting engineers are W. S. Atkins and Partners, of Birmingham.

Pochin gets £2m awards

CONSTRUCTION and engineering group Pochin, which also operates one of Britain's largest concrete pump hire fleets, has just announced new contracts worth more than £2m.

First job is worth £510,000 and is for an extension to Oldham Central Clinic for the North West Regional Health Authority. The work here will result in more than doubling the size of the existing facilities.

New fire station for Greater Manchester Council is to be built at Werneth, near Oldham, under a contract worth £471,674.

Other contracts include: the building of sterilisation and pasteurisation facilities for the CWS at Uttoxeter (£360,000); new factory for Sisas Equipment at Macclesfield, Cheshire (£227,000); adaptation of a packaging store at Mobberley, Cheshire for Ilford (£241,312); refurbishing of CWS offices at Dudley, Worcs. (£250,000); and new offices and works for H. and J. Quick in Manchester (£263,854).

Fairclough busy in Wales

SEVEN CONTRACTS together worth more than £2m have been won by the south Wales division of Fairclough Building.

Largest job is valued at £½m and is for swimming pools and ancillary works at St. Donats Castle, Llantwit Major for the United World College of the Atlantic.

At Pontllottyn, the division is building two factory units in traditional construction for the Welsh Development Agency.

Extensions to the College of Further Education at Ystrad Mynach are worth £400,000. This work includes a new catering block, workshop block, and alterations to common room, boiler house and mobile building.

The company says it is ahead of schedule on its £420,000 renovation of Newport Market and is also working on contracts for Boots the Chemist, Dow Chemicals and the National Coal Board.

£2m orders nearly completed

ORDERS WORTH over £2m for engineering design projects and construction given to Land and Marine Engineering, a subsidiary of the Royal Bos Kalis Westminster Group NV are now nearing completion.

It is understood that the orders cover the final route study and design for the Morecambe Bay gas field, a study for remedial works for Burmah Oil in the Bahamas, an examination of the application of the company's submersible rock trenching machine for a power cable link between Newfoundland and Labrador and design work relating to commissioning the North Sea Flags pipeline.

To build a bank

NEW, FOUR-STOREY banking complex at 45-49 North Street, Taunton, Somerset, is to be built for National Westminster Bank by A. Roberts (Building) of Wimbledon, London, SW19.

The scheme will contain about 2,250 square metres of retail and office space: on the ground floor there is to be one retail unit of 287 square metres; two escalators from the ground floor entrance lobby will serve the first floor banking hall; at the back of the scheme there will be a service area which includes a vehicular turntable.

The building will have a reinforced concrete frame with a concrete raft foundation, stone-faced front elevation and asphalt covered flat roofs.

Equipment orders

THREE contractors working on the development of the new international airport complex at Riyadh in Saudi Arabia, have placed orders totalling over £1.1m for building equipment from SGB Export of Mitcham, Surrey.

The Korean contractor Dong Ah has ordered Cuplock system scaffolding and Metriform panel formwork valued at £800,000 for supporting the floor slabs of villas and apartment blocks being constructed for airport personnel.

Archiroden, the Greek contractor responsible for major civil engineering work has ordered £150,000 worth of Cuplock, J4 Soldier wallform supports and plywood for retaining walls, while Lucky Developments of Seoul, the contractor responsible for a housing development associated with the airport has ordered equipment valued at £200,000.

New leisure centre in Warrington

MANAGING contractor for the construction of a new leisure centre in Warrington, Lancs., is to be Henry Boot.

The 9,282 square metre leisure centre which will cost over £2m will have what are termed a multi-purpose hall and activity hall, squash courts, bars and other amenity areas. There will also be facilities for senior citizens. Completion is scheduled by October 1981.

Another member of the Boot Group, Henry Boot Railway Engineering has won a £300,000 contract for rail track in Iraq. The order was placed by the Marubeni Corporation.

Housing and hotel work

PLANNING PERMISSION has been granted to Taylor Woodrow Homes for the construction of 58 new houses on an eight acre site at Hursley Road, Chandlers Ford, Eastleigh, Hampshire. Part of a prestige development in the area, the project is for three- or four-bedroomed houses, with roads, sewers and ancillary services. The estate is close to both Winchester and Southampton and not far from the M3 motorway.

Houses will be in clusters, or small groups, at the end of pedestrian walkways. The latter will in turn lead to vehicular access ways. The scheme is based on the latest planning concepts and the company says it has been shown that this unregimented layout nurtures a community feeling in each cluster.

In Scotland, Taylor Woodrow Construction has received a contract valued at about £230,000 for Centre Hotels (Cranston) for renovation and refurbishment at Centre Hotel, Argyle Street, Glasgow.

Initially, the work will comprise refurbishment and extension of staff and admin areas, provision of a new goods lift and loading bay. Work is already underway with completion scheduled for October this year.

Contracts in London

JOBS VALUED at more than £1.6m have just been won by the Walter Lawrence Group.

Greater London Council has awarded a £964,000 job to build 54 maisonettes at Sedgmoor Place, London SE5, where work has already started and is due for completion in March this year.

Work is already under way, too, on a £665,000 contract from the Harold Hyam Wingate Charitable Foundation to construct a new building to house the Gastrointestinal Research Centre in Turner Street, London E.1. This is due for completion in January next year.

IN BRIEF

Raymond Saudi Arabia has been awarded a contract by Samwhan Corporation of Seoul, Korea, to drive about 1,400 Raymond Step-Taper piles for the new National Commercial Bank building in Jeddah.

John Howard and Co., of Chatham has won a £264,000 contract for the reconstruction of a canal bridge at Winwick Quay for Warrington Development Corporation; demolition and site clearance work, valued at £143,000 for Givauden and Co., at Sittingbourne; and a £767,000 job for sea defence work at Herne Bay for Canterbury City Council.

Two contracts worth over £200,000 have been awarded to Hunter Douglas for the provision of Luxalon Sandwich Wall material for Freemans mail order group and the Jet Torus experimental building at Abingdon in Berkshire.

Equipment suitable for single and linked tower arrangements for access to facades up to 20 metres high has been introduced by GKN Mills Building Services, Winchester House, 53, Uxbridge Road, Ealing, London W5 (01-567 3083).

CONTRACTS AND TENDERS

IBAR-LEPENAC PROJECT YUGOSLAVIA

Ibar-Lepenac Enterprise calls for International competitive bidding for manufacture and delivery of equipment for the structures of Ibar Project

TENDER DOCUMENTS No. 5/5
EQUIPMENT FOR SPRINKLING IRRIGATION SETS
FOR THE NET AREA OF ABOUT 3,000 HECTARES

Tenders for the above works are open only to Tenderers from member countries of the International Bank for Reconstruction and Development and from Switzerland.

Tenderers who wish to take part in the Competitive Bidding can obtain the Tender Documents from the offices of Ibar Lepenac Enterprise, Pristina, Lenjinova Street No. 13, from 18.02.1980.

The charge payable for Tender Documents shall be 3,600 Dinars for local Tenderers and the equivalent of 200 US Dollars for foreign Tenderers which shall not be refundable. Tenderers shall be furnished with two complete sets of Tender Documents.

Local Tenderers shall deposit their charge in favour of the Account No. 684-00-601-838 held with the Government Auditing Office Branch Office, Pristina.

Foreign Tenderers shall deposit their charge in favour of the Account No. 684-00-620/58-32000-72 held with the Kosovo Bank, Pristina, endorsed with the words "For Ibar-Lepenac."

Tenders shall be delivered not later than 10.00 am on 2nd April 1980 when the tenders received shall be opened in the offices of the Employer.

The visit to and examination of the site shall be made on the 12.03.1980, departure time at 10.00 am from Ibar-Lepenac Enterprise, Pristina, Lenjinova Street 13.

Any other information that may be necessary is obtainable from Ibar-Lepenac Enterprise (at the above mentioned address) or from Energoprojekt Engineering and Consulting Company, Zeleni Venac Street No. 18, Beograd, Yugoslavia.

NATIONAL ELECTRIC POWER AUTHORITY LAGOS, NIGERIA

PREQUALIFICATION OF TENDERERS FOR TRANSMISSION LINES, SWITCHYARDS AND POWER TRANSFORMERS ASSOCIATED WITH LAGOS THERMAL STATION—IGBIN

Invitation

The National Electric Power Authority (NEPA) invites applications for prequalification from parties interested in tendering on one or more of three (3) contracts for electrical work associated with the 800 MW Lagos Thermal Station—Igbin. Tender documents for the Thermal Station were issued in November 1979 and work is scheduled to begin in October 1980.

NEPA has requested a loan from the World Bank to cover the foreign exchange cost of the three contracts herein described.

Scope of the Work

Work to be performed has been divided into three separate contracts and consists of the design, manufacture, supply, transport, erection, testing, commissioning and warranty of:

Contract NEP/0078/LTS—2: Transmission Lines

A) 330 KV Double Circuit Line, Igbin to Ikeja West (approximate length 60 KM).
B) 330 KV Double Circuit Line, Igbin to Victoria Island (approximate length 30 KM including a crossing of Lagos Lagoon, approximately 5 KM in length. This Line will operate initially at 132 KV).
C) 132 KV Double Circuit Line, Igbin to Ikorodu (approximate length 18 KM).

Contract NEP/0078/LTS—3: Switchyards

A) Igbin 330 KV and 132 KV Switchyards (excluding power transformers).
B) Victoria Island 132/33/11 KV Substation (excluding power transformers).
C) Additions to existing Ikorodu Switchyard to accommodate new 132 KV Line from Igbin.

Contract NEP/0078/LTS—4: Power Transformers

A) Four generator transformers, 16/330 KV, 225 MVA, at Igbin.
B) Two interbus auto transformers, 330/132 KV, 150 MVA, with 33 KV Delta Tertiary, at Igbin.
C) Two step-down transformers, 132/33/11 KV, 60 MVA, at Victoria Island.
D) Two grounding transformers at Victoria Island.

Schedule

Key dates in the project schedule are:

—Issue of Tender Documents	—31 March 1980
—Tender Closing Date and Bid Opening	
LTS—2	—4 August 1980
LTS—3 and 4	—30 June 1980
—Award of Contracts	
LTS—2	—2 February 1981
LTS—3 and 4	—1 December 1980
—Completion	
LTS—2 and 3	—June 1983
LTS—4	—June 1983 to June 1985

Requirements For Prequalification

Prospective tenderers shall be required to satisfy NEPA and the Engineer that they meet the following requirements:

1. They have successfully completed contracts for design, manufacture, supply, transport, offshore erection and commissioning within the last five years which in total have the characteristics specified below:
   LTS—2—At least 1000 KM of Transmission Lines of 300 KV or above with bundle conductors, using Lattice Galvanised Steel Structures.
   LTS—3—At least 3 Switchyards with operating voltage of 330 KV or above and equipped with SF6 type breakers.
   LTS—4—At least 10 Power Transformers each rated 150 MVA or above at voltage levels of 330 KV or above. (Tenderers shall also show that they are capable of completely testing their Power Transformers in accordance with IEC requirements at their manufacturing plant).
2. They have submitted details of experience in handling complete offshore contracts of a similar scope and magnitude including complete project description, details of actual schedule achieved, main subcontractors used, owner and station name.
3. They have submitted balance sheets and statements of profit and loss for the last 3 years and contracted value of work completed during this period which demonstrates their financial abilities to perform the work specified.
4. They have submitted details of construction equipment and manufacturing facilities which they intend to employ and demonstrated that these are competent to carry out the work.
5. They have submitted financial references including the name of their bankers.

Submission of application

Application for prequalification accompanied by the requested information shall be submitted to the address below to arrive not later than 25 February 1980.

Shawmont Limited,
c/o Montreal Engineering Company Limited,
P.O. Box 1540, 80 King Street,
St. Catherines, Ontario, Canada L2R 7J9.
Attention: Project Manager, Lagos Thermal Station

A copy of all correspondence, and the application for prequalification shall also be sent simultaneously to:

National Electric Power Authority
24/25 Marina, P.M.B. 12030, Lagos, Nigeria.
Attention: Assistant General Manager (Engineering)

And Marked "Prequalification — Contract NEP/0078/LTS — Associated With Lagos Thermal Station—Igbin (Nigeria)".

Qualified applicants will be notified by Shawmont on behalf of NEPA.

Issue of Tender Documents

Only prequalified tenderers will be permitted to bid.

Tender Documents will be available for purchase by prequalified tenderers on 31 March 1980 at the Shawmont Limited address given above.

A non-refundable deposit of Canadian $500 will be required for each set of each tender document.

PAUANDA HYDRO-ELECTRIC PROJECT

PREQUALIFICATION OF CIVIL WORKS TENDERERS

Interested contracting firms are invited to submit applications for inclusion on the lists of prospective tenderers for construction of civil works at PAUANDA HYDRO-ELECTRIC PROJECT.

The project is principally the provision of a 2 x 6 MW hydro-electric power plant. The civil works for which pre-qualification is invited includes construction of the following:

★ Concrete diversion weir and gated intake.
★ Concrete insitu head-race rectangular flume 12 m² and 1,000 m long.
★ Welded steel penstock surface pipeline 4 m² and 375 m long.
★ Power station with steel super-structure.
★ Tail-race channel 150 m long.

Participation in the pre-qualification is open to tenderers from any country. The project is being financed with the Commission's internal funds.

Applications shall be submitted on official forms which are obtainable together with the P.Q. brochure from the office of the Commission:

Papua New Guinea Electricity Commission,
P.O. Box 1105,
BOROKO, P.N.G.
TELEX: NE 22121
PHONE: 25-5833

(Submission of applications on: 14th March, 1980)

PAPUA NEW GUINEA ELECTRICITY COMMISSION

ROUNA 4 HYDRO-ELECTRICAL SCHEME ELECTRICAL AND MECHANICAL WORKS

Tenders are invited from manufacturers of water-driven turbo-generators, for the provision of one (1) machine of 16 MW nominal capacity, and associated equipment and materials, all in accordance with Specification No. 7/79.

The contract covers the design, manufacture, delivery, and commissioning of the specified plant, and for the supervision of installation which will be carried out by staff of the P.N.G. Electricity Commission.

Tender documents (Far East tenderers) are available at a cost of K100 (P.N.G. Kina) per set, from the Commission's Office at:

P.O. Box 1105,
BOROKO, PAPUA NEW GUINEA
(TELEX NO. NE 22121)

and otherwise at a cost of N.K. 750 (Norwegian Krona) from the following address of the Consultant for the Project:

NORCONSULT A.S.,
P.O. Box 9,
1322 HOVIK,
NORWAY.
(PHONE NO: 02-53 00 00)
(TELEX NO: 18815 NORCO N)

Tenders close at the office of the Consultant on 5th May 1980.

COMPANY NOTICES

CITY OF HELSINKI
10% 1975/1983 UA 18,000,000

Notice is hereby given to Bondholders that, during the twelve-month period ending January 30, 1980, no Bonds have been purchased.

Outstanding amount: UA 18.000.000

The Fiscal Agent
KREDIETBANK
S.A. Luxembourgeoise

Luxembourg, February 11, 1980

CURACAO DEPOSITARY RECEIPTS OF PIONEER ELECTRONIC CORPORATION

The undersigned, being the Agent of Caribbean Depositary Company N.V., announces that Pioneer Electronic Corporation have declared a cash dividend of Yen 32 per share for the financial year covering the period 1st October, 1978 — 30th September, 1979, which will be payable as from 15th February, 1980, at the office of the undersigned. This distribution, which has been converted into U.S. dollars pursuant to section 4 of the Deposit Agreement, will be available to holders of CDR's against surrender of coupon No. 18 less 20% Japanese withholding tax, to the effect that per CDR evidencing:

5 Depositary Shares $ 5.31 ($5.64)
10 Depositary Shares $ 10.62 ($11.28) and
100 Depositary Shares $106.20 ($112.80) is paid.

The amounts stated between brackets represent the dividend less 15% Japanese tax. These dividends will be paid until 5th May, 1980, but only on the condition that the coupons to be surrendered will be accompanied by an "Affidavit" (obtainable with the undersigned), evidencing that the beneficial holders of the CDR's are residents of a country which has concluded a Tax Treaty with Japan.

In the Netherlands dividends will be paid to residents in Netherlands currency at the daily rate of exchange unless otherwise instructed.

Amsterdam, 6th February, 1980.
PIERSON, HELDRING & PIERSON N.V.

BANQUE EXTERIEURE D'ALGERIE

US$35.000.000
FLOATING RATE NOTES DUE 1984

In accordance with the provisions of the Reference Agency Agreement between Banque Exterieure d'Algerie and Citibank, N.A., dated as of August 7, 1978, notice is hereby given that the Rate of Interest has been fixed at 15 1/16%, and that the Coupon Amount payable on August 9, 1980, against Coupon No. 4 will be US$77.41 and that such amount has been computed on the actual number of days elapsed (182) divided by 360.

By: CITIBANK, N.A., LONDON
Reference Agent

February 11, 1980.

REDPATH INDUSTRIES LIMITED

US$25.000.000
9 PERCENT DEBENTURES DUE 1989

Copies of the Annual Report and Accounts of Redpath for the year ended 30 September 1979 are available free of charge to holders of the above security, during normal business hours, from W. Greenwell & Co., Bow Bells House, Bread Street, London EC4M 9EL.

TRAVEL

GENEVA, Basle, Zurich and Berne, widest choice of cheap flights from 4 U.K. airports. Brochure FALCON 01-351 2191.

هكذا من الأصل

While others were assessing the damage, we were paying for it.

On the morning of January 11th 1978, you might have been forgiven for mistaking the streets of Sheerness for Amsterdam or Venice.

After a night of near hurricane force winds and waves as high as houses, the East Kent coastline was, quite simply, blown to bits.

In the light of this thirty mile trail of devastation, it became clear to us at Commercial Union that there was only one way we could be of real help.

Not with tea and sympathy. Or vague promises of compensation.

But rather, by agreeing to claims immediately. On the spot.

Now, it's not every day you'll find us popping in on policy holders, with a view to popping a cheque in the post.

After all, like any other insurance company, every claim we deal with involves certain formalities.

There are details to be noted down. Policies to be checked out. Assessments to be made. And so on.

A process that can take anything from five minutes to five months. Or even longer.

Speaking for ourselves, we prefer to simplify the paperwork, for the sake of a speedy settlement.

Which is precisely how we coped with the mopping up of East Kent.

On January 12th, with the storm damage barely a day old, we set up an emergency claims centre in Canterbury.

Within two working days we had our own team of claims inspectors out and about on the waterways, personally totting up the cost of repairs.

In all, we paid out £115,000 from just one branch, to more than 400 policy holders.

So they could start rebuilding their lives, while others were still getting estimates.

CU ASSURANCE

We won't make a drama out of a crisis.

LOMBARD

The case against a 'Loi Monory'

BY SAMUEL BRITTAN

IT IS AN unsurprising paradox that the very people who complain most about high tax rates and see in them a major cause of economic malaise are often to be found in the forefront of those seeking special privileges and exemptions, which can only serve to raise the tax level.

For instance a favourite idea among some Conservative MPs is to exempt from tax new small savings devoted to equity investment. New wind has been put behind its sails by the apparent success of the "Loi Monory" introduced in France for this purpose in July, 1978.

Under the scheme, named after the French Economics Minister, Rene Monory, each household is allowed to deduct against its tax bill Frs. 5,000 (about £550) for net new investment in the shares of French companies. Investors are free to vary the composition of their portfolio—the tax concessions apply to net annual additions. The gain to the taxpayer obviously depends on his marginal tax—in France the top rate is 60 per cent.

A tell-tale sign of British Government interest in a similar idea was provided in a Question tabled by Mr. Hordern, a Conservative Back Bencher prominent in financial questions, on the cost of making the first £500 of new savings tax deductible. This brought a surprisingly clear and non-evasive Treasury Answer that it would cost £150m for every 1m basic-rate taxpayers taking full advantage of it.

Since July 1978 a million French households have taken advantage of the Loi Monory, about half of whom have entered the stock market for the first time. The scheme has attracted some £400m of new money per annum into share purchase. In the first 18 months after its enactment, share prices on the Paris bourse rose by about 40 per cent. This was not, of course, straight cause and effect. The market had already started to rise in the wake of the surprising defeat of the Left in the spring 1978 elections; and all one can fairly say is that the Loi helped to maintain the momentum.

Rather more interesting is the close correspondence between the amount raised by French companies in new issues in 1978-79 — a sharp increase over 1977 — and the new funds attracted into the market by the tax concessions. There has, however, been no marked increase in corporate investment in plant and equipment. The new equity finance has been used to reduce short-term borrowing, which had become excessive.

Before jumping to any conclusion for the UK, we should remember that companies have not had the same difficulty in raising new capital as French ones — a point repeatedly emphasised to the Wilson Committee. This is linked with the much greater role of pension funds in the provision of new corporate finance on the British side of the Channel.

Distortions

Of course the institutional domination of the British capital market is unhealthy. But it arises in very large measure from existing tax distortions. There are already tax exemptions for pension funds and life assurance. On top of this there are tax penalties on individual investors. The levying of capital gains tax on paper profits due to inflation is one serious distortion.

Savers who have actually received a negative real return still pay tax on their nominal income under an inflation-blind system which adds insult to injury. To avoid this altogether, the taxation of investment income would have to be put on an indexed basis. Meanwhile, the indexation of capital gains tax and the starting point of the investment income surcharge would help.

There is already an "incentive" to invest in gilt-edged securities in the shape of capital gains tax exemption. Instead of balancing this incentive by a rival tax incentive to invest in equities, it would surely be better to phase out all the distortions and special reliefs in the tax structure and have a less inflation-blind system of tax with lower rates. Who will join a party against all special privileges, fiscal and otherwise for capital and labour alike?

'ONE COUNTRY'S TAXES CANNOT BE COLLECTED IN ANOTHER'

When the law may cross frontiers

IT IS a well-known principle of international law that the courts of one country will not lend themselves, directly or indirectly, to enforcing the revenue or public laws of a foreign state.

Thus it is not possible for taxes exacted in one country to be collected in another. Nor may customs and excise provisions be enforced.

The rule applies as much to the criminal as to the civil law. Extradition, however, is an exception to the general principle that foreign penal laws cannot be enforced. However, treaties of extradition and our own legislation on extradition specifically do not permit the return of fugitive criminals accused of offences against the State, such as treason and sedition, or fiscal crimes such as breaches of exchange control or value added tax.

But what about the case where the offence charged is an ordinary criminal offence, such as theft, but where the offence is in substance and reality nothing more than a fraud on the revenue, the customs, or the exchange-control authorities?

Until last week, no decision of the courts existed to indicate whether in those circumstances a foreign power might properly request the return of a fugitive criminal. But in *R v. Governor of Pentonville, ex parte Khubchandani*, the Divisional Court held last Thursday that it was an insuperable barrier to extradition that a requesting State should seek the return of someone on exchange-control charges dressed up in the guise of an offence of obtaining property by deception.

Mr. Khubchandani is an Indian citizen who, until May 1978, had spent all his life living and working in Ghana. He was a highly successful businessman in the import and export trade and had amassed a considerable fortune.

In 1977 he had come to realise that the future fortunes of aliens in Ghana were anything but rosy, so he decided to leave the country with his family, taking with him as much of his personal wealth as he could.

Fictitious documents

He set about getting his money in Ghanaian cedis converted into U.S. dollars and Deutschemarks. He did so by bringing into existence wholly fictitious documentation indicating the shipment of goods into Ghana from abroad, for which foreign currency was required to pay the foreign companies supposedly selling and shipping the goods. Included among the documentation was a forged bill of lading on the notepaper of Elder Dempster Line, the well-known shipping company.

Faced with presentation of those documents, the Bank of Ghana gave permission for the payment of foreign currency by means of debits on the bank's accounts with its correspondents in New York and Hamburg. Shortly after the funds were made available abroad in dollars and Deutschemarks, Mr. Khubchandani left Ghana.

On the eve of Christmas, 1978, he was arrested at London Airport on a warrant charging him with the theft from Mr. Khubchandani's group of Ghanaian companies, to the tune of 20m cedis. (A few months earlier, an attempt had been made to have him extradited from Liberia on a charge of stealing a similar amount of money from the Ghana Government, an acknowledgment that the true offence was that of fraudulently obtaining foreign currency, thereby seriously depleting the foreign currency reserves of the Ghana Government. That attempt failed because Ghana had no treaty of extradition with Liberia.)

In the subsequent proceedings before the Chief Metropolitan Magistrate at Bow Street, on a warrant from the Home Secretary that the former should proceed to determine whether a prima facie case was made out against Mr. Khubchandani, the charges were laid under Section 15 of the Theft Act, namely, obtaining the foreign currency by deception.

THE WEEK IN THE COURTS

BY JUSTINIAN

Under the Fugitive Offenders Act, 1967, one of the listed items describing the extraditable crimes was "stealing, embezzlement, fraudulent conversion, fraudulent false accounting, obtaining property or credit by false pretences, receiving stolen property *or any other offence in respect of property involving fraud.*"

Was the fact that the breaches of Ghana's exchange control were perpetrated by fraud enough to bring the case within the list of extraditable crimes?

The Divisional Court held that it was not. It relied on a decision in 1974 of Mr. Justice Goulding in *Schemmer v. Property Resources Ltd.** In that case, proceedings had been started in a district court of the U.S. under the U.S. Securities Exchange Act, 1934, by the Securities and Exchange Commission, which alleged that a number of people controlling a company incorporated in the Bahamas were involved in fraudulent practices.

The American judge appointed a receiver to take possession of certain assets, including all the shares and assets of another company effectively controlled by the Bahamian company, and of the assets of the former company's subsidiaries.

Unenforceable in England

Some of those assets were located in the UK; so the receiver sought injunctions against three banks with branches in London which held money in the name of the Bahamian company, restraining them from transferring the money otherwise than to himself as receiver.

Mr. Justice Goulding held that the American statute, being a public law, was unenforceable in England; and that since the receiver, being a public officer, was acting to prevent the commission or continuance of offences against the criminal law of the U.S., no assistance could be given via the English courts.

In effect, the Securities and Exchange Commission was the financial police of the American union. Could the U.S. Government have applied for the extradition of any of the fraudulent persons found in this country for offences connected with the Securities Exchange Act? Clearly not.

A similar argument, however, failed to impress the Divisional Court last November in the case involving the extradition of two senior executives of the Church of Scientology who were refused leave last Thursday to appeal to the House of Lords.†

They were arguing that the charges of burglary against them for allegedly having incited, from their office at East Grinstead, their colleagues in Washington DC to enter public buildings and steal Government information about the church was a disguise for the real offence of breaching the official secrets laws of the U.S. Offences against official secrets laws are not, in themselves, extraditable.

The Ghana Government, by contrast with the two Scientologists, obtained from the High Court leave to appeal to the House of Lords. Soon there will be an authoritative ruling on the precise limits of the power to return fugitives from fiscal laws.

* [1975] 1 Ch. 273.

† *Kember and Budlong v. U.S. Government.*

Computer figures on the Flat

RACING

BY DOMINIC WIGAN

TIMEFORM has brought forward this year the publication date of its Flat annual, Timeform Computer Time Figures of 1979.

This neat volume (£9.00 from Timeform, Halifax, West Yorkshire, HX1 1XE), now on sale, lists the complete time performances of over 3,200 horses. For each horse there is the date, track and position at the finish, the race distance, state of going and computer-calculated time figures recorded on each of its outings on courses having Watesta or Omega timing equipment.

Mr. Phil Bull's introduction to this volume tells what is involved in the calculations of computer time figures, how to interpret them and how to use them to the best advantage in profitable betting.

Many readers of Phil Bull's article, which also looks to the future, will be heartened to hear his views on the prospects of that phenomenally tough and consistent three-year-old, Kris.

Although the publication shows, according to Bull, that 1979 two-year-olds presented us "with two classic level performances" in runs by Lord Seymour and Varingo I cannot agree with his view that either (particularly the former) is a "live 2000 candidate."

There are several reasons why I would not consider backing Lord Seymour for that race: the likelihood on both breeding and style of racing that Lord Seymour is a sprinter pure and simple; a suspicion because of his enthusiasm; and the fact that he is at his best only on a fast surface.

Incidentally, I anticipate Lester Piggott, rather than Lord Seymour's Mill Reef Stakes partner Pat Eddery, being aboard the Stoute colt when ever he is not required by O'Brien.

WOLVERHAMPTON

2.30—Rusty Rondo*
3.00—Hunter's Joy**
3.30—Bird's Nest***
4.00—Frankness

TV Radio

BBC 1

† Indicates programme in black and white

BBC 1

6.40-7.55 am Open University (Ultra high frequency only). 9.00 For Schools, Colleges. 11.25 You and Me. 11.40 For Schools, Colleges. 12.45 pm News. 1.00 Pebble Mill at One. 1.45 How Do You Do? 2.01 For Schools, Colleges. 3.15 Songs of Praise from Westbury Park, Bristol. 3.53 Regional News for England (except London). 3.55 Play School (as BBC-2 11.00 am). 4.20 Touché Turtle. 4.25 Jackanory. 4.40 Heyyy, It's the King. 5.00 John Craven's Newsround. 5.05 Blue Peter. 5.35 The Perishers.
5.40 News.
5.55 Nationwide (London and South-East only).
6.20 Nationwide.
6.45 A Question of Sport.
7.15 Blake's Seven.
8.10 Panorama.
9.00 News.
9.25 The Monday Film: "Shimmering Light," starring Beau Bridges and Lloyd Bridges.
10.55 Film 80.
11.25 Education Matters.
11.50 News Headlines, Weather and Regional News.

All Regions as BBC 1 except as follows:—

Wales—1.45-2.00 pm Pili Pala. 2.18-2.38 For Schools. 5.55-6.20 Wales Today. 6.45-7.15 Heddiw. 11.50 News and Weather for Wales.

Scotland—11.00-11.20 am For Schools. 12.15 pm It's a Great Life. 12.40-12.45 The Scottish News. 5.55-6.20 Reporting Scotland. 11.50 News and Weather for Scotland.

Northern Ireland—3.53-3.55 pm Northern Ireland News. 5.55-6.20 Scene Around Six. 11.50 News and weather for Northern Ireland.

England—5.55-6.20 Look East (Norwich); Look North (Leeds, Manchester, Newcastle); Midlands Today (Birmingham); Points West (Bristol); South Today (Southampton); Spotlight South-West (Plymouth).

BBC 2

6.40-7.55 am Open University.
10.05 It Figures.
10.30 The Handicapped Family.
11.00 Play School.
2.15 pm Let's Go.
2.30 Roads to Conflict.
3.00 That's the Way the Money Goes.
3.30 Delia Smith's Cookery Course.
4.00 Modern Language Teaching.
4.50 Open University.
5.35 Charlie Brown.
6.00 James Burke's Connections.
6.50 Training Dogs the Woodhouse Way.
7.15 Mid-evening News including sub-titles.
7.25 Rock Goes to College.
8.10 The Goodies.
8.40 Des O'Connor Tonight.
9.30 Horizon.
10.20 Russian-language and People.
10.45 Newsnight.
11.30 Arena.
12.00 Closedown reading.

LONDON

9.30 am Schools Programmes. 12.00 We'll Tell You a Story. 12.10 pm Rainbow. 12.30 Numbers at Work. 1.00 News, plus FT Index. 1.20 Thames News. 1.30 About Britain. 2.00 Food, Wine and Friends. 2.30 Monday Matinee: "The Bliss Of Mrs. Blossom." 4.15 Clapperboard. 4.45 Jukes of Piccadilly. 5.15 Money-Go-Round.
5.45 News.
6.00 Thames News.
6.35 Crossroads.
7.00 Give Us a Clue.
7.30 Coronation Street.
8.00 Keep It In The Family.
8.30 World in Action.
9.00 The Sandbaggers.
10.00 News.
10.30 Monday Film: "The Heroes of Telemark," starring Kirk Douglas and Richard Harris.
12.50 am Close: Andrew Cruickshank reads from "Through the Year with J. B. Phillips."

All IBA Regions as London except at the following times:—

ANGLIA

1.25 pm Anglia News. 2.00 Monday Film Matinee: "Winner Takes All." 3.45 Food, Wine and Friends. 5.15 University Challenge. 6.00 About Anglia. 10.30 Cross Question. 11.00 The New Avengers. 12.00 A Big Country. 12.30 am Reflection.

ATV

1.20 pm ATV Newsdesk. 2.00 Rendezvous With Romance: "Some Kind Of Miracle." 3.45 Food, Wine and Friends. 5.15 The Mighty Micro. 6.00 ATV Today. 10.30 Left, Right and Centre. 11.00 ATV Newsdesk. 11.05 Barney Miller. 11.35 Beyond the Moon? 12.05 am Something Different.

BORDER

1.20 pm Border News. 2.30 Monday Matinee. 5.15 University Challenge. 6.00 Lookaround Monday. 6.15 Cooking with Tovey. 10.30 Monday Movie. 12.12 am Border News Summary.

CHANNEL

1.20 pm Channel Lunchtime News, What's On Where, and Weather. 2.00 The Monday Matinee: "The Storyteller." 3.45 Food, Wine and Friends. 5.15 University Challenge. 6.00 Channel News. 6.10 The Lone Ranger. 10.28 Channel Late News. 10.38 Soap. 11.05 Your Child and Maths. 11.35 Salvage—1. 12.30 am News and Weather in French.

GRAMPIAN

9.25 am First Thing. 1.20 pm North News Headlines. †2.30 Monday Matinee: "Operation Amsterdam," starring Peter Finch, Eva Bartok and Tony Britton. 5.15 The Cromarty Bridge. 6.00 North Tonight and Area Weather Forecast. 10.30 Reflections. 10.35 The Monday Movie: "Get Carter," starring Michael Caine and Ian Hendry. 12.30 am North Late Night Headlines.

GRANADA

1.20 pm Granada Reports. †2.00 Monday Matinee: "Soldier In The Rain." 3.35 Cartoon. 3.45 Food, Wine and Friends. 5.10 This Is Your Right. 5.15 Crossroads. 6.00 Granada Reports. 6.30 Bernie. 10.30 Reports Politics. †11.00 Mystery and Imagination: Bette Davis and Wendy Craig in "The Nanny."

HTV

1.20 pm Report West Headlines. 2.00 Here Today. 2.30 The Monday Matinee: "Blithe Spirit." 5.15 Dick Tracy. 5.20 Crossroads. 6.00 Report West. 10.35 Food, Wine and Friends. 11.05 Soap. 11.35 Twist in the Tale.

HTV Cymru/Wales—As HTV West/HTV General Service except: 10.05-10.20 am About Wales. 1.20 pm Penawdau Newyddion Y Dydd. 1.25-1.30 Report Wales Headlines. 4.45-5.15 Ser. 6.00 Y Dydd. 6.30-7.00 Report Wales. 8.30-9.00 Yr Wythnos.

SCOTTISH

1.20 pm News and Road and Weather. 2.00 Monday Matinee: "Something For A Lonely Man." 3.45 Food and Wine and Friends. 5.15 Teatime Tales. 5.20 Crossroads. 6.00 Scotland Today. 6.45 Crimedesk. 10.30 Moneywise. 11.00 Maude. 11.30 Late Call. 11.35 Have Girls Will Travel.

SOUTHERN

1.20 pm Southern News. 2.30 "How To Commit Marriage," starring Bob Hope. 5.15 Dick Tracy Cartoon. 5.20 Crossroads. 6.00 Day By Day. 10.30 Southern News Extra. 10.35 Open Dors. 11.05 Kaz. 12.00 Farm Progress.

TYNE TEES

9.20 am The Good Word, followed by North-East News Headlines. 1.20 pm North-East News and Lookaround. 2.30 Monday Matinee: "Traffic," starring Jaques Tati. 5.15 Mork and Mindy. 6.00 North-East News Headlines. 6.02 Crossroads. 6.25 Northern Life. 10.30 Northern Report. 11.00 North-East News Headlines. 11.05 Monday Movie: "Someone I Touched." 12.30 am Epilogue.

ULSTER

1.20 pm Lunchtime. 2.00 Monday Matinee: "Bachelor Of Hearts." 3.45 Food, Wine and Friends. 4.13 Ulster News Headlines. 5.15 Cartoon Time. 5.20 Crossroads. 6.00 Good Evening Ulster. 10.29 Ulster Weather. 10.30 George Otto Simms. 11.00 The Odd Couple. 11.30 Gardening Today. 11.56 Bedtime.

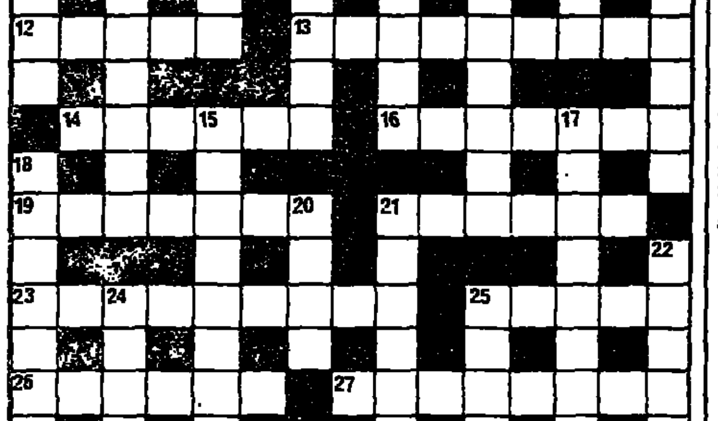
WESTWARD

1.20 pm Westward News Headlines. 2.00 The Monday Matinee: "The Storyteller." 3.42 Gus Honeybun's Birthdays. 3.45 Food, Wine and Friends. 5.15 University Challenge. 6.00 Westward Diary. 10.32 Westward Late News. 10.38 Soap. 11.05 Your Child and Maths. 11.35 Salvage—1. 12.30 am Faith For Life. 12.35 West Country Weather and Shipping Forecast.

YORKSHIRE

1.20 pm Calendar News. 2.00 Monday Matinee: "Bachelor Of Hearts," starring Hardy Kruger with Sylvia Syms and Ronald Lewis. 3.45 Food, Wine and Friends. 5.15 University Challenge. 6.00 Calendar (Emley Moor and Belmont edition). 10.30 Pro-Celebrity Snooker. 11.15 S.W.A.T. 12.15 am George Hamilton IV.

F.T. CROSSWORD PUZZLE No. 4,197



ACROSS

1 Display feathers in an open clash (4-4)
5 Strict way soldiers take it (6)
9 Dismal article in cot given by Confederate soldier (4-4)
10 Storm about in deep, narrow gorge (6)
12 A piece that's separate (5)
13 Deer to view in wisdom after the event (9)
14 Pit-headgear operator could be on watch (6)
16 Declare in favour of iron ship (7)
19 Nuts lie in disorder in vessel (7)
21 I'd return after time and swell out (6)
23 Household right that is a place for wild animals (9)
25 Time to be strained? (5)
26 On horseback with the sound of cannon in commotion (6)
27 Not readily moved but I'm joining gang going to French island (8)
28 Two letters in tent (6)
29 I drink in examination and it's novel (8)

DOWN

1 Remarkable token on a letterhead (6)
2 Workman is to carry on business about four (9)
3 Old coin and article in pipe . . . (5)
4 . . . and article in wear should give protection against this (7)
6 Contemptible person's instrument found in fungus (9)
7 Copying silver-plated fastener (5)
8 I sat awkwardly in tree for discourse (8)
11 Gingerbread biscuit to bite suddenly (4)
15 Contrive a note to name (9)
17 Piece added without strain (9)
18 Get the better of on French horse (8)
20 Bird that left Noah's vessel? (4)
21 Wishful thinker has German article containing paper (7)
22 Disclose the side surface of a recess (6)
24 Give courage to change never (5)
25 Strap held by youth on guard (5)

The solution of last Saturday's prize puzzle will be published with names of winners next Saturday.

Radio Wavelengths

1	1053kHz/285m 1089kHz/275m	3	1215kHz/247m & 90-92.5vhf stereo	BBC Radio London: 1458kHz, 206m & 94.9vhf
2	693kHz/433m 909kHz/330m & 88-91vhf stereo	4	200kHz/1500m & 92.95vhf	Capital Radio: 1548kHz, 194m & 95.8vhf London Broadcasting: 1151kHz, 261m & 97.3vhf

RADIO 1

(S) Stereophonic broadcast
‡Medium wave

5.00 am As Radio 2. 6.00 Dave Lee Travis. 9.00 Simon Bates. 11.31 Paul Burnett. 2.00 pm Andy Peebles. 4.31 Kid Jensen. 7.00 Stayin' Alive. 8.00 Mike Read. 9.50 Newsbeat. 10.00 John Peel (S). 12.00-5.00 am As Radio 2.

RADIO 2

5.00 am News Summary. 5.03 Steve Jones (S) including 6.15 Pause for Thought. 7.32 Terry Wogan (S) including 8.27 Racing Bulletin, 8.45 Pause for Thought and 9.03 Favourite Five Singles. 10.03 Colin Berry (S). 12.03 pm David Hamilton (S). 2.03 Ed Stewart's Request Show (S). 4.03 Much More Music (S). 5.00 News. 5.05 Waggoners' Walk. 5.20 Much More Music (S). 6.03 John Dunn (S). 8.02 The Organist Entertains (S). 8.30 Folk 80 (S). 9.02 Humphrey Lyttelton with the Best of Jazz on records (S). 9.55 Sports Desk. 10.02 The Law Game. 10.30 Star Sound. 11.02 Brian Matthew with Round Midnight, including 12.00 News. 2.02-5.00 am You and the Night and the Music (S).

RADIO 3

†6.55 am Weather. 7.00 News. 7.05 Overture (S). 8.00 News. 8.05 Morning Concert (S). 9.00 News. 9.05 This Week's Composer: Rachmaninov (S). 10.00 Zoltan Kodaly concert (S). 10.50 Music for Organ and Brass (S). 11.50 BBC Scottish Symphony Orchestra (S). 1.00 pm News. 1.05 BBC Lunchtime Concert (S). 2.05 Matinee Musicale (S). 3.00 Music for Organ (S). 3.40 New Records of music by Bruckner (S). 4.55 News. 5.00 Mainly for Pleasure (S) (‡ and mono only from 6.20). 7.00 Chicago Symphony Orchestra, part 1: Liszt, Bartok (S). 7.45 Reflections on Iran (talk). 8.05 Chicago SO, part 2: Brahms, Wagner (S). 8.50 The Poetry of Frances Cornford. 9.00 Frank Bridge (S). 9.30 Hannah Arendt 1906-1975: portrait by Alasdair Clayre. 10.40 Hindemith and Holmboe concert (S). 11.25 Jazz in Britain (S). 11.55-12.00 News.

VHF only—6.00-7.00 am and 6.20-7.00 pm Open University.

RADIO 4

6.00 am News Briefing. 6.10 Farming Week. 6.25 Shipping forecast. 6.30 Today, including 6.45 Prayer for the Day. 7.00, 8.00 Today's News. 7.30, 8.30 News headlines. 7.45 Thought for the Day. 8.35 The Week on 4. 8.45 Miles Kington with the BBC Sound Archives. 9.00 News. 9.05 Start the Week with Melvyn Bragg. 10.00 News. 10.05 Money Box. 10.30 Daily Service. 10.45 Four Frightened People by E. Arnot Robertson. 11.00 News. 11.05 Offshore Britons. 11.50 Poetry Please! 12.00 News. 12.02 pm You and Yours. 12.27 Brain of Britain 1980 (S). 12.55 Weather; programme news. 1.00 The World at One. 1.40 The Archers. 1.55 Shipping forecast. 2.00 News. 2.02 Woman's Hour. 3.00 News. 3.02 Listen with Mother. 3.15 Afternoon Theatre (S). 4.45 Short Story. 5.00 PM: News magazine. 5.50 Shipping forecast. 5.55 Weather; programme news. 6.00 News. 6.30 Frank Muir Goes Into . . . Teaching (S). 7.00 News. 7.05 The Archers. 7.20 Science Now. 7.45 The Monday Play (S). 9.40 Kaleidoscope. 9.59 Weather. 10.00 The World Tonight. 10.30 The News Quiz (S). 11.00 A Book at Bedtime. 11.15 The Financial World Tonight. 11.30 Today in Parliament. 12.00 News.

BBC Radio London

5.00 am As Radio 2. 6.30 Rush Hour. 10.03 The Tony Blackburn Telephone Programme. 1.03 pm London Live. 3.03 John Toogood's Showcase. 4.30 London News Desk. 5.35 Look, Stop, Listen. 7.03 Black Londoners. 8.00 Question Time from the House of Commons. 9.00-5.00 am Join Radio 2.

London Broadcasting

5.00 am AM with Bob Holness and Douglas Cameron includes interview with Janet Suzman about "The Greeks." 10.00 The Brian Hayes Show with Chris Dunkley, TV Critic of the Financial Times. 12.00 LBC Reports. 8.00 pm After Eight Special. 9.00 Nightline. 12.00 LBC Reports Midnight. 1.00 am Night Extra. 5.00 Morning Music.

Capital Radio

6.00 am Graham Dene's Breakfast Show (S). 9.00 Mike Smith (S). 12.00 Dave Cash (S). 3.00 pm John Sachs (S). 7.00 London Today (S). 7.30 Adrian Love's Open Line (S). 9.00 Alan Freeman (S). 11.00 Tony Myatt's Late Show (S). 2.00 am Peter Young's Night Flight (S).

Elizabeth Hall

Malcolm's Bach

by DOMINIC GILL

As a foil to the kind of "authentic" performance of Baroque music on contemporary instruments more common today, it is salutary to hear Bach played from time to time in the good old-fashioned, timeless, dateless, English-romantic style—if only to be reminded not just how good, but how much better, the "authentic" performances are, and what a muddle of inconsequences and inconsistencies they have successfully resolved.

At the English Chamber Orchestra's Bach concert on Friday evening muddle was announced from the start. The distinguished harpsichordist George Malcolm forsook his rightful seat at the continuo for the rostrum—to conduct an orchestra who are, as they have proved on countless occasions, capable of playing music that was never designed to be conducted, very well (and often better) by themselves. But that's a moot point: much more remarkable than Mr. Malcolm's arguably redundant position in the hall was what he did while he was there.

From the very first notes of the Overture of Bach's third Suite, he seized the music by the neck, and with huge, flailing gestures tossed it around as if he were directing a hundred and fifty players, and choir to boot, in Mahler's eighth symphony. It was a relief to find that the performers did not after all take a great deal of notice of this extraordinary display, and as Mr. Malcolm pivoted like a bandsaw, calling for some divine, massive crescendo from his little group, they responded quite decently with a perfectly normal-sized, country-gentlemanly swell. But the visual effect, the inconsistency between gesture and sound, was both distracting and preposterous.

This kind of concert was bound to announce Bach's E major harpsichord concerto as a "piano concerto in E": and so it did indeed, although the faint hope that Mr. Malcolm (who plays both instruments) might be enticed away from the rostrum thereby was dashed when the very gifted Hungarian (and Malcolm pupil) András Schiff took his seat at the piano. It was a pretty, and in its slow movement exceedingly prettified, performance—the Siciliano spun out *molto rubato* like a Chopin Nocturne, with all manner of (in every sense) offbeat accents and colours, curious halfway house somewhere between Landowska and Cherkassky, but without the irresistible conviction and character of either.

The concerto for two harpsichords in C minor (BWV 1060) does for a change certainly make its best effect in its unauthenticated but probably original form (reconstructed by Max Schneider in 1924) as a D minor concerto for violin and oboe. The soloists here were the ECO's leader José-Luis Garcia and Neil Black, who both by the very nature of their roles took over the main lines of direction from Mr. Malcolm, who stood firm on the rostrum nonetheless, to give a performance that was neat enough, *sweet but uncloyed*.

And eventually, Mr. Malcolm sat down where he belonged, in front of a keyboard, and Mr. Schiff at another, to play Bach's "Concerto in C for two pianos": and that was the best part of the evening by far. It was a wistful, late-romantic reading, not a great deal to do with Bach as we know it today, but none the worse at heart for that: and best of all once the aching rubati of the Adagio were over, in the finale bright, firm, and forthright.

Birmingham Museum and Art Gallery

English watercolours

by BRIONY LLEWELLYN

In 1953 the Birmingham *Museum and Art Gallery* received from J. Leslie Wright, shortly before his death, the greater part of his magnificent collection of English watercolours and drawings. It added a new dimension to it's already well-stocked holdings, making it one of the largest and most important in the country. Not before time, 27 years later, space and conditions have been created to display (until March 2) a select 70 of the 400 plus in the bequest, the first time that any quantity have been seen together since the entire collection was exhibited at the Royal Academy for four weeks in 1949.

They make a fine showing, valuable in themselves, and for what they reveal of a certain taste bounded by what was available during the first half of this century. Although a fraction of the prices they would be today, one necessity for their acquisition was, of course, money, amply provided by the successful business J. Leslie Wright built up in the metal manufacturing industry between the 1880's and the 1920's.

His collection shows a preference for the 18th century. A local newspaper at the time of the gift quoted that Mr. Wright was "proud of being among the early admirers of Gainsborough's landscapes, and the 'discoverer' of Chinnery. . . . Of late he has been particularly interested in J. R. Cozens." These three artists are indeed well represented: apart from the four lyrical Gainsborough landscapes exhibited, there are 26 other sketches; two remarkable watercolours by Cozens stand for several others in the collection but, disappointingly, only two of the over 50 Chinnerys are shown.

Sandby and Rowlandson, elegant and witty portrayers of English life, are much in evidence, the Rowlandsons, refreshingly, marked by a gentle rather than a coarse humour. An undramatic but lively English rural and urban existence is the keynote of many of the drawings in the exhibition. These include some by artists of whose life and work little is known: James Miller and John Donowell, their townscapes brisk and individual.

Among the artists to take part in the Grand Tour during the 1770s and 1780s were William Pars and Francis Towne. The three Pars watercolours shown are romantic, airy Italian landscapes, one, warmly coloured, dominated by a lofty tree, inviting comparison with Towne's monochromatic *Near Rocca di Papa*, its thickly foliaged trees making near-abstract patterns, the *raison d'être* of the picture. The play of light and shade on trees and rocks is the theme of the powerful *Canonteign, Devon*, by Towne's pupil, John White Abbott.

Strong in the early period, the exhibition does not excel in the work of later generations. Although there are at least eight Turners in the bequest, none is hung and two of the three Girtins shown are badly faded.

Bonington is better served, his spidery, wide-angled view of Paris contrasting with the warm, bulky *Fishing smacks in a French harbour*. Peter de Wint's peaceful scene of cows seeking shade, the pigments soaked into the thick, wet paper, exemplifies the liberation of English watercolour paintings from the tinted drawings of the 18th century.

The illustrated catalogue for the exhibition also lists the works in the bequest not displayed. Its introductory essay summarises the English watercolour tradition but provides little detail as to how J. Leslie Wright amassed his remarkable collection.

Theatre Upstairs

The Key Tag

by MICHAEL COVENEY

Over three years ago I thought that Michael McGrath had written a very promising play inside a cloak of superfluous guff. Catching up with him again, I now realise the problem is different. He knows what he wants to say but cannot hit upon the best theatrical means to express it. We start in the back room of a market town fashion shop, with a young married couple arriving in answer to an advertisement for new management. Rachel and Harry are quitting to move to the country and a Georgian manse.

They have a foster child, Rita (Veronica Quilligan), who justifies the play's inclusion in the "Sense of Ireland" festival by revealing she was born in an Irish ditch and is now resentfully planning her own destruction. The new couple are drawn with bewildering speed into scenes of domestic showdown and adulterous flirtation.

It takes a long time for Mr. McGrath to start writing the play he is after, which is really about dissatisfaction in marriage and the confessional speeches of one party to another. To this end, the partners rotate, Harry (Noel Collins) giving Pamela (Diana Patrick) clothes from the store to change into and Rachel (Marina McConnell) descending on Fintan (Patrick Drury), full of worms after her biology evening class, with a menopausal tale of woe. She then skips off to meet a foreign lover in the car park.

Before the rather forced and unlikely apocalyptic conclusion —which suggests that Mr. McGrath is having as much trouble finishing his play as he had starting it—Fintan, who is also Irish, is treated to some bizarre antics by Miss Quilligan involving an improvised electric chair and a mutilated, bandaged doll. None of the performances, except that of Miss Quilligan, are delivered with much punch or conviction, and the direction of Roger Michell is fitful to say the least.

Ziegler to write Mountbatten biography

Philip Ziegler, 50, editor-in-chief at Collins and author of biographies of Lord Melbourne and William IV, has been appointed to write the official biography of Lord Mountbatten. Mr. Ziegler will start work early next year on this project. He is now at work on a biography of Lady Diana Cooper.

At present a biography of Mountbatten is being written by Richard Hough which Weidenfeld are hoping to publish in the autumn.

Dinah Harris and Henry Herford in "The Marriage of Figaro"

Festival Theatre, Malvern

Opera 80

by MAX LOPPERT

Opera 80 is the "new, independent company, supported by the Arts Council, which has been specifically created to provide fully staged productions in those areas which are outside the normal touring venues of the main companies." The purpose behind its foundation has been to build upon the foundations laid by the recently disbanded Opera for All, the most important developments in the new company being the addition of a small orchestra and a more ambitious attitude to production.

In its first touring season (which began a fortnight ago in Weymouth) the company is presenting a "Beaumarchais duo" —*The Barber of Seville* and *The Marriage of Figaro*, given on successive evenings in the proper narrative order.

I caught up with the company's activities in Malvern last week, and was refreshed and encouraged by them. This is hardly the most propitious of seasons in which to set up a new operatic venture; after the experience of the two operas in these unpretentiously vital and characterful performances, the courage of the Arts Council in doing so seems not rash but sage. Large, enthusiastic audiences have been the general response so far, indicating that the need was real, and is being met.

The producer of both operas is Stewart Trotter; Stephen Barlow conducts *The Barber* and Nicholas Kraemer (Opera 80's musical director) *Figaro*. A single set, built of serviceable, rather ugly wooden panels (the kind of which department store changing rooms are usually constructed), quickly transforms itself, with the addition of attractive basic props, into the various scenes of both operas. Roles and supporting duties are shared out with admirable fairness among the young company of 13 (so, for example, Catherine McCord and Rex Taylor-Craig, Rosina and Figaro in Rossini, help to supply the "chorus" of peasants in Mozart).

People in the audience encountering the operas for the first time—reactions of delight and surprise betrayed at Malvern a high proportion of these —are to be envied: Mr. Trotter and his players have discovered a just balance, a manner at once intimate and energetic, for both operas. There is continuity of style as far as two very different works will allow it, and a differentiation of tone when, in *Figaro*, with its seriousness and amplitude of emotion unknown in the earlier comedy, it becomes necessary. Except when mistress and maid sit arm in arm during the *Figaro* letter scene, historical values are properly respected: equally, modern insights—Rosina is bespectacled and bookish—are suggested without being insisted upon. And yet, more than by several recent "big house" productions, we are taken close to the brimming gaiety and good houmour of both Rossina and Mozart.

By the orchestra, too: the absence of a proper pit in the Festival Theatre and the more even balance between wind and string numbers conspired to throw up an unusual number of bubbling, buoyant figures often subdued in larger theatres. No star singer emerged from either performance: no role was less than decently taken. Most of the tests of Rossini florid singing were scraped through rather than passed: Brian Parsons' Almaviva needed more volume, the Figaro less harshness at the top, and the very attractive Rosina more reliable intonation. I particularly enjoyed the performances of the Mozart Figaro (Eric Roberts) and the Mozart Almaviva (Henry Herford)—light voices skilfully used, the duel of wits keenly acted out. The throat of Dinah Harris, a young soprano already encountered at Wexford and with Handel Opera, had to be apologised for: what was wanting in her Susanna was not so much voice as flash and spirit. Beyond any individual critical points that can be made, one sensed with pleasure a true company spirit already flourishing.

St. John's, Smith Square

Coro Cappella

by FRANK DOBBINS

On Friday night we heard another example of those excellent choirs which specialise in the glories of Renaissance music. Bruno Turner, who has long been a sturdy champion of sacred polyphony, directs this group of 32 men and women who blend musically, illustrating fine qualities of rich and resonant ensemble and clarity of diction and counterpoint.

Their programme of 16th century masterpieces began with a display of native talent including the prolific John Sheppard's *Te Deum*, a grand piece of sonorous five-part counterpoint. The motet *Salvator Mundi, salva nos* by his contemporary Thomas Tallis showed a similar predilection for cadential dissonances which have a plangent quality. Emotional impact is achieved without notable dissonance in the work of their Spanish contemporary, Cristóbal de Morales: his powerful Ash Wednesday motet *Emendamus in Melius* expresses the need for self-improvement with a fifth vocal part enjoining the other four with the Angel of Death's sombre reminder "Remember man, thou art but dust and unto dust thou shalt return."

After this Palestrina's famous six-part Mass for Pope Marcellus II seemed all brightness and light: the legend that this work was composed as a Counter-Reformation of the verbal intelligibility and liturgical purity is contradicted by the rich textures of the Kyrie, Christe and Agnus Dei and by the fact that the work's principal thematic motive is an old secular song about an armed man.

Further variety was provided by a number of vocal solos from the soprano Emma Kirkby neatly accompanied by the lute of Anthony Rolley. These solos, sung with eloquence and clarity, ranged from the simplest melody in an *Ave Maria* by the early 16th century Mantuan composer Bartolomo Tromboncino to the tortuous and acrobatic passage-work of a nightingale's song by the 17th century monodist Sigismondo d'India and a lively warning on the perils of love by his contemporary Benedetto Ferarri. Though delightful, these baroque fancies seemed a curious complement to a programme replete in religious rather than amorous devotion.

Kent Opera's spring season

Kent Opera's spring season opens on February 28 at the Marlowe Theatre, Canterbury, with the first performance since 1976 of Norman Platt's production of Mozart's *The Magic Flute*.

Jonathan Miller's production of *La traviata* and Nicholas Hytner's production of *The Turn of the Screw* will also be in repertory on the spring tour which takes the company to: Canterbury (February 28-March 1), Norwich (Theatre Royal March 4-8), Tunbridge Wells (Assembly Hall (March 13-15), Cambridge Arts Theatre (March 18-22), Peterborough (ABC Theatre March 25-29), Poole (Towngate Theatre March 31-April 5), before returning to Sadler's Wells Theatre in London (April 15-19) following last year's successful season there.

Festival Hall

Royal Philharmonic

by DAVID MURRAY

Not so very long ago, Friday's concert would have counted as a "popular French programme:" odd to realise how seldom we hear *The Sorcerer's Apprentice* or *Bolero*, or even Debussy's *La Mer!* Walter Weller had obviously prepared the works freshly and carefully, though his trumpet was unequal to the severe demands of Ravel's two-hand Piano Concerto—brilliant bassoon, however, in the Presto —and the exposed drum-rattle at the start of *Bolero* was inclined to fluff (do drummers have nerves, too?) As the tunes of the latter came round again and again one admired Weller's balancing of all the instrumental combinations, and the details of *La Mer* were set out with no less finesse than sympathy.

All the same, Weller seems to have an intelligent interest in this music rather than an instinct for it. Pianissimos in *La Mer* were in short supply, at some cost to suggestiveness and magic; paragraphs were very deliberately marked, as if to insist that there really was a serious symphonic argument being conducted. The illusion of seamlessness matters more than that. Paul Dukas's picturesque scherzo is more engaging when less hard-driven—it became a kind of Valkyrie. (Curious claim in the notes that the subsidiary tune represents the other half of the Apprentice's broom: what the devil does the writer think all that chopping in the middle of the piece is about, then, and the new appearance of the main tune on the clarinets?) Even this very good account of Bolero would have been better still a notch slower; it developed a little too much headlong excitement, where something crushingly implacable was intended.

Thanks in large part to the soloist Pascal Rogé, Ravel's Concerto enjoyed the most idiomatic performance. Almost everything Rogé did was bright and telling. He has not quite found yet how to extend Ravel's line in the Adagio assai to its ful, melting length, and I think it a solecism to jump the tempo for the two jazzy semiquaver breaks in the Presto; but his cheerful brittleness was well found in this work, and he could stretch out the silver filigree of the Adagio very delicately too. Weller's accompaniment was pointed and alert. If the ideal Gallic poise was rarely to be felt in this concert, all the performances were thoroughly civilised: there was only a little more to ask.

Covent Garden

Four Schumann Pieces

by CLEMENT CRISP

Four Schumann Pieces is a damp exercise that Hans van Manen made five years ago as a tribute to Anthony Dowell. It amounts to a series of vaguely emotional incidents to the movements of Schumann's op. 41 No. 3 quartet, in which five couples swoon and swoop around the central male character. When given with Dowell as its classically exact heart, the flaccid to-ing and fro-ing of the other dancers served to accentuate the academic rectitude of Dowell's presence.

Revived on Friday night with Wayne Eagling, the ballet looked even more amorphous; Eagling's sinuous line and style, his speed and free-flowing virtuosity — all of which mark him as a wonderfully gifted dancer — blend with the surrounding mopishness. The ballet, in fact, indulges him, rather than providing the grand challenge to his abilities that he has previously found in such works as *La Bayadère*; instead of dominating the dances, he is swamped by the tide of ill-defined sentiment that is so tiresomely present.

I find *Four Schumann Pieces* a corrupting work. At the first appearance of the supporting artists on Friday the clean outlines of their movement, the lean elegance of their style, seemed a declaration about their identity as leading artists of a great company. Gradually the soggy mannerisms of the van Manen style, with girls called upon to yearn while the boys carried them tirelessly through the air, and the short-breathed little bursts of activity, minimised their powers: they looked lack-lustre, wet with the dew of spurious sentimentality.

I admire their skills, and deplore the waste of them. And for a ballet that presents its male dancers in pink maternity smocks that billow out and disguise their torsos entirely, I can only despair. The score was ill-served by what I take to be an ad hoc quartet drawn from the Opera House orchestra, especially so in the matter of tonal balance.

Edinburgh Festival 1980

The first details of the 1980 Edinburgh Festival have been released; information about the theatrical productions will be announced in April. The Festival will run from August 17 to September 6. At least 150 performances are planned.

The Cologne Opera is the overseas visitor, with productions of *Cosi fan tutte* and *Il matrimonio segreto* by Mozart's contemporary Cimarosa. The Scottish Opera is performing Berg's *Wozzeck* and Janacek's *The cunning little vixen*. Finally there will be the world premiere of Peter Maxwell Davies's new music theatre work, *The lighthouse*.

A feature of this Festival, the 34th, is the emphasis on the Commonwealth. There will be Canadian art, including a major exhibition of Red Indian art and artifacts, and two Canadian theatre companies — from Ottawa and Vancouver.

The Australian Dance Theatre is appearing for the first time in Europe, with five British premières.

Eight orchestras will play at the Usher Hall during the Festival, three from overseas— the New York Philharmonic, the Gewandhaus from Leipzig and the European Community Youth Orchestra. In the final week, in the Freemasons' Hall, Elisabeth Schwarzkopf will conduct four master classes.

As usual the Festival has money problems. It has still to hear from the Scottish Arts Council about its grant for 1980. Last year the Council donated £300,000.

AT

WNO seeks more financial help

Inflation has forced the Welsh National Opera company to bring out the begging bowl. It is appealing for financial help to maintain its place as one of Britain's foremost operatic organisations.

Its ability to maintain this position is severely threatened by the worsening financial climate it says, and during the 1980 to 1981 period spending is expected to rise 20 per cent to £3,640,000.

The WNO is asking for a "modest 15 per cent increase in contributions from local authorities towards meeting the costs of inflation, bearing in mind heavy constraints on council spending."

SOCCER BY TREVOR BAILEY

Keegan and Brady analysed

KEVIN KEEGAN supplied both goals and most of the sparkle in England's win over Ireland at Wembley. Without its inspired bursts forward, Ron Greenwood's team looked no more than competent — although David Johnson did make a most impressive return to the international scene, until sadly carried off on a stretcher.

The injury to Liverpool's lead forward provides a perfect example of the uncertainties of football, especially if one plays for that club. Nobody can afford to be injured or suspended, because they may not be able to get back into the first team immediately.

Johnson's replacement on Saturday, Fairclough, celebrated with a hat-trick. If he continues in that fashion, Liverpool's manager will have a difficult selection problem. It underlines Liverpool's strength, and could mean Johnson will not be guaranteed a place.

England was captained by Keegan, who has made a fortune and taken Europe by storm. Liam Brady, who wants to leave Arsenal and do likewise, led the opposition. It was inevitable that people would compare these two world-class players, especially as both were used in midfield, at least until Keegan took over from Johnson up front. But both their style and their roles were entirely different.

Stapleton, although making more mistakes than usual, still caused many problems. He is particularly good when facing his own goal and tightly-marked while his determination and enthusiasm mean that he frequently pressurises defenders into mistakes.

He is the type of centre-forward every manager wants, brave, a good finisher never stops running and is still improving. O'Leary covered so well from the middle of the Gunners' back four that certain deficiencies on either flank were camouflaged.

Keegan is a natural poacher with exceptional energy and speed off the mark, which enables him to hustle and bustle for 90 minutes. He is so good and nippy that when he is in posession he is automatically a danger to any defence.

In addition, he has the instinct to be in the right place at the right time, as shown by his first goal, while he created the second from nothing by the pace of his dribble and the accuracy of his chip. For a little man, he wins a large number of balls in the air.

Brady has the attributes of an old-style inside-left, who by his ball control and craft creates openings for his colleagues. But he can, and does score goals himself. Against England, he played so deep that most of his passes were made in his own half. This appeared a tactical mistake, as goals are more likely to occur when he floats past a couple of defenders before releasing the ball on the edge of the box, as he showed on several occasions for Arsenal on Saturday.

His style is graceful and often deliberately languid, which allows him to change the pace of a game. He orchestrates for the whole team, and depends very much on his colleagues anticipating his moves.

This could be clearly seen against England in the way he combined with Stapleton, with whom he has naturally developed a special understanding. A perfectly placed free kick all but produced a goal.

Keegan, whose speed is seldom less than frenetic, has fewer problems slotting into any team or formation. He is less subtle and relies so much on his instinctive individualism.

The Arsenal Irish contingent, Brady, Stapleton and O'Leary, were all on duty against Aston Villa, who were beaten by 3-1 and given a footballing lesson.

It has often been said that Arsenal are over-dependent on the genius of Brady, and they become just another first division side when he is out of touch. This was definitely the case in the FA Cup Final against Ipswich.

However, on Saturday when he was far more effective than against England, he was overshadowed by the brilliance of the exciting Rix. He scored a spectacular goal with, surprisingly, a powerful right foot driver after an incisive dribble. This is good news for the club, as when the Irishman eventually departs to Europe they have the perfect replacement.

RUGBY UNION BY PETER ROBBINS

Lancashire profit from preparation

IN SPITE of appalling weather, the Thorn County Final at the Vale of Lune was a great triumph for rugby, the home club, and the sponsors. The game was remarkably open and non-violent. The Lune's many helpers worked stoically and Thorn have become most thorough in their presentation.

Every sponsor likes to see a worthwhile return from his benevolence and no one can bebrudge its success.

All too often, coaches pay lip service to the players' individual freedom of choice on the field within a team framework. That is the ideal and Lancashire seemed to have achieved it under their coach, Des Seabrook, whose Orrell side also play so imaginatively. O'Brien's first try after only six minutes was a vivid example of that, as was his second, just on half-time, made for him by Peter Williams.

That was an important try, not only because it redressed the three penalties kicked by Butler and because O'Brien's conversion gave Lancashire an important one-point lead, but it also gave Williams, the young fly-half, an injection of confidence. The one flaw in Lancashire's game in the first half was a succession of silly penalties given away, which Butler constantly kicked over from a variety of ranges.

Mercifully, the offenders were mostly the non-Internationals, which will be a relief to the England supporters as the team prepares to face Wales next week.

Apart from that, Lancashire proved themselves the better organised side, but only just. In the line-out they had to avoid Fidler in the middle and Hesford at the back. Neary could beat Hesford but Sydall could not guarantee the same result with Fidler. So Lancashire varied both the length on the line-out and the throw.

There was familiarity about seeing Beaumont trundle alongside the line-out to take Neary's cap down and then give quickly to Cotton to set up a maul. It was just like being in Paris last week, and the North-west county's successes in South Africa in the summer and against New Zealand this winter have had their local and national repercussions.

The Gloucestershire pack, with Blakeway immovable, pushed Lancashire back in their second-half revival, but Lancashire were able rather cleverly to pick the ball up and fashion a rolling maul. That led to tries in the second half by Sleman and Carleton, after which Gloucester staged another miniature revival in which Pomphrey scored a try that Butler converted.

There was further proof of good preparation by Lancashire in the witty alternate use of Phillips's left foot to clear to the right touchline and Sleman's lengthy boot to the other. Phillips's handling of Smith's sometimes wayward passing was a great asset to his county. That was also true of O'Brien at full back; his kicking was also much more accurate and his counter-attacking possibilities much wider.

Gloucestershire have had some notable success in this competition, and for a while, towards the end of the first half, it seemed that the old formula of solid forward play and Butler's boot might produce the right result. That would have been a travesty because the Gloucestershire strategy was much more limited.

Gloucestershire won a lot of good ball in their periods of superiority but their half backs never had the composure of Lancashire's. Further, the choice of Mogg and Hignell in the centre was far too eccentric. Mogg put in one or two strong runs but mostly came back into the cover. Hignell made a good blind-side break, but their primary roles, as with Clewes and Morley, were in defence. They excelled in that, but the ultimate rewards went to the side with the greatest collective sense of attack.

With two such fine packs confronting each other, it was a comfort to see the game played in such a chivalrous manner. However, such is the build-up for next week's game at Twickenham that it will need great discipline on the part of all players and the referee to prevent anarchy. The trouble is that England are so unused to success and Wales to failure that this match has assumed an importance out of all measure.

Technical Page

EDITED BY ARTHUR BENNETT AND TED SCHOETERS

● INSTRUMENTS

Detects presence of solvents in air

UNDESIRABLE concentrations of the solvents used in metal degreasing, textile cleaning, paper coating, printing and many other industrial areas can be readily detected with the ARC measurement devices now available in the UK from Morgan Newmark, Knowle Sands, Bridgenorth, Salop WV16 5JL (07462 5432).

Detection principle is chemical adsorption on semiconductor surfaces, altering the electrical characteristic. The analysers can be set to detect concentrations below the threshold limit value (TLV) which, for trichlorethylene for example, is 30 parts per million.

Two types of instrument are offered. The ARC-MAK provides continuous monitoring of the work place concentration in industries using solvents continuously. Type ARC-LD on the other hand is used to give continuous monitoring of exhaust concentrations into the atmosphere.

In both cases, if alarm values are exceeded the instrument can be used to halt the process or job in hand.

Plating gauge has memory

OF INTEREST to electroplaters, metal finishers and printed circuit makers is a beta backscatter plating thickness gauge called Memoderm MP10, made in the U.S. and available from BFI Electronics, 516 Walton Road, West Molesey, Surrey KT8 0QF (01-941 4066).

Measurements are aided by a microprocessor and up to 16 plating/substrate combinations are held in memory, allowing the user to switch from one to the other as required. Programming also reminds the user which probe and aperture to use for each type of measurement.

Operation is simple and self-checking processes prevent users from making a bad measurement. If a probe is not aligned properly, the digital display shows it.

Apart from the large, bright digital read-out which shows thickness in either metric or imperial units and will prompt and instruct the operator, the instrument also has a built-in printer to provide permanent records of the readings. In addition, the micro provides a histogram facility on the printer so that statistical analysis and quality control are made easier: mean, standard deviation and accuracy can all be found at the press of a button.

Provides flue gas data

AN INSTRUMENT now marketed in the UK by Shawcity of 2, Pioneer Road, Faringdon, Oxfordshire SN7 7BU (0367 21675) is able to continuously monitor the oxygen and combustibles content of flue gases as well as the stack temperature, using a single probe.

Main application of the Bacharach CA-1 is in monitoring the air-fuel setting of burners to indicate any adjustment necessary to optimise combustion efficiency, with resulting savings in fuel and running costs. The instrument also cuts the time needed for accurate burner setting.

In operation the instrument's probe is inserted into a breaching hole in the flue or stack. Gases drawn off pass through a cooling coil and water trap into the body of the instrument via a hose.

Readings appear on a pair of half-inch high digital displays, one indicating oxygen percentage, the other per cent combustibles or the temperature (C or F), according to a switch setting. Response time is under 30 seconds.

A simple slide rule converts the readings into combustion efficiency.

The unit measures 610 x 240 x 240 mm and weighs 11 kg; it is mains operated.

● DATA PROCESSING

More sales by Geest

FAST-EXPANDING Geest Computer Services expects sales of computer systems based on Texas Instruments mini computer equipment this year to reach £3m, making Geest the largest OEM operation based on TI machines.

Marketing is through Geest Minicomputer Systems created in May 1977. It grew to a £1.6m turnover in 1979 and it has over 50 systems valued at over £2m installed in the UK, Holland, France and Spain.

Geest Computer Services itself has grown tenfold from a turnover of £360,000 in 1975 to £3.8m in 1979, with a projection of £7m this year.

As part of its growth plan, the company has added Charringtons Computer Services bureau to the services operation and has formed Geest Micro Systems to apply the experience gained in the minicomputer marketplace to the micro.

It forms part of the £200m turnover Geest Organisation, one of the largest private companies in the UK.

Geest Computer Services, White House Chambers, Spalding, Lincs PE11 2AL. 0775 61111.

Produces a quick image

USERS OF the Apple personal computer with more than 48k of memory available, can make use of a new graphics tablet—essentially an electrical drawing pad with cable connected pen which allows any kind of line drawing to be digitised and kept in the computer's disc store for subsequent recall.

Drawings can be constructed rapidly by moving the pen from one extremity of a line to the other—the computer draws the line on the screen. In addition, choice of colour is available for whatever is drawn provided a colour monitor is in use (or a colour TV set).

Rectangles can be drawn simply by specifying diagonally opposite corners, and these can be filled in with any desired colour.

Images once created can then be moved about on the screen, scaled down, or have their areas calculated.

UK distributor is Microsense Computers, Finway Road, Hemel Hempstead, Herts HP2 7PS (0442 41191).

● PROCESSING

Corrections on microfiche

AFTER ABOUT 12 months of test marketing on the U.S., Bell and Howell has announced its intention to market a new system for the production of master fiche on which individual frames can be erased and updated with a new image without the use of any wet chemistry.

The system is known as Microx and it uses no silver film at any stage. It will be particularly useful in the updating of master fiche, normally consisting of strips of film in a jacket. Updating till now has consisted in locating the strip, re-exposing it to include the new frame in place of the old one and replacing in the jacket.

Although details of the new equipment are not fully available in the UK yet, it is understood that the new machine uses complete fiche sheets of a new kind of substrate in which the frame in question can be located on an x-y basis, erased and updated by a process understood to involve ultraviolet light. Described as "photo-plastic" film, the material can be handled in daylight. Fully processed images on the master can be produced in under seven seconds per image.

After processing the master can, however, be used for the reproduction of copies by conventional silver film methods.

Microx units have been sold in the U.S. for under £8,000, this price including the recorder, duplicator, a reader/printer and an initial stock of supplies. They are being made at the company's Chicago plant where an additional master film production facility has been set up to satisfy projected market needs.

First public showing of Microx in Europe will be at SICOB in Paris during the autumn, although some units are expected to reach the UK earlier than this for further trials.

More from the Business Equipment Division, 33, Woodthorpe Road, Ashford, Middx. (Ashford 51234).

● PACKAGING

Fast wrapping and sealing

ALTHOUGH the sale of corrugated board is the prime business aim of Bowater Containers, the company has more or less guaranteed non-stop production lines by investing thousands of pounds in design and engineering talents to create and build wrapround and fill form machines to serve the packaging industry.

Designed and built by the engineering division of the company's packaging development service at Gunnels Wood Road, Stevenage, Herts, is a new range of machines for wrapping and sealing flat corrugated blanks around collated products, emerging as fully-formed fill trays. These can be used to handle cans, bottles, jars and cartons in a variety of different pack collations.

The company says it has at the moment the only British fill-form machine operating at speeds of up to 30 packs a minute available in the UK—this will be demonstrated at Pakex '80 at the National Exhibition Centre, Birmingham, next month.

No machine leaves the factory until it has made at least a thousand "passes" promises the company's engineers. Cigarette cartons (containing not tobacco but polystyrene sandwiches), and litre-size milk packs (heavy with tap water) can be seen traversing along the rollers to the various stations of the machines, demonstrating not only the ease of transportation and feed to the blanks but also the automated skill of handling, stacking, encasing, and ultimate sealing.

The CFG-FF40 Fill Form (to come from under wraps at the exhibition) will produce a wide range of pack styles and sizes—from high or low sided trays to sleeve wraps or full wrapround cases—and can be controlled by either conventional relays or a microprocessor system.

It has four work stations which pull the flat corrugated blank down from a storage hopper and form it into a U shape, load the collated products, initially form the tray or case, and apply hot melt adhesive before final closure.

Capable of handling most board grades, the machine can produce trays with sides as low as 25 mm deep in sizes ranging from 200 x 125 mm to 500 x 350 mm and, although the maximum tray depth is 100 mm, products of greater depth can be accommodated and the filled tray can be shrinkwrapped for final despatch.

The CFG-FF15WD (called also a "wash down" machine in the dairy, pharmaceutical and chemical industries) is specially insulated to enable wash down at the end of a production run. Any part of the machine liable to come into contact with the product is in stainless steel, with the remaining parts nickel plated on copper.

Another machine, the Combiblock CF 6,000 Aseptic Filler, is already in operation at Express Dairy Foods at Crediton, Devonshire. This machine forms part of a new filling line used to pack cartons of long life cream at up to 6,000 cartons per hour.

● REFRIGERATION

Will supply U.K. cold stores

FROZEN FOOD industries, dairies, abattoirs, etc., in the UK have usually had to import heavy-duty equipment and components for their cold stores from companies in Holland and Belgium.

Since the signing of British Custom Coils' licensing agreement last year with Frick of Pennsylvania and Frigid Coil/Frick Inc. of California, however, orders have been received in excess of £80,000 by the UK company for products from the U.S. range, and arrangements are now under way for all the American products to be manufactured at Eastleigh, Hants., later this year.

Major orders include: an evaporative condenser of 145 tons nominal capacity to be supplied to United Carlo Gatti for its new development of a 1m cubic foot low temperature cold store to be built at Nuneaton, Warwicks; Jackstone Froster will take delivery of four mild steel coolers for a continuous blast freezer.

The evaporative condenser for Star will be imported from the U.S., but the coolers for Jackstone Froster will be made in Custom Coils' factory at Woodside Avenue, Eastleigh, Hants. (0703 614694).

● ELECTRONICS

Voice from a chip

A VERY large-scale integrated circuit chip which can provide an audio voice signal output and is mask programmable for different collections of words (up to 20) in various languages has been introduced by ITT Semiconductors, Foots Cray, Sidcup, Kent (01-300 3333).

Storage and processing of the speech elements are completely digital. By combining several methods of data reduction the company has accommodated the required memory capacity for about 20 words as well as control, decoding, digital to analogue conversion functions on a single chip.

A German version of the chip is already in production; French and English versions are to be made in the near future.

ITT describes the chip, designated UAA 1003, as a low cost product specifically designed for high volume consumer applications such as speaking clocks, telephone answering equipment, spoken warnings, and similar applications.

The chip has the important advantage that all kinds of magnetic recording media can be dispensed with together with the associated moving parts.

Production of circuit boards

PRINTED CIRCUIT boards measuring up to 10 x 12 ins can be processed from development to tinning using a bench-top equipment offered by Mega Electronics, 9, Radwinter Road, Saffron Walden, Essex CB11 3HU (0799 21918).

Called BT-3007, this small self-contained production system employs five processing tanks, each of five litres capacity, housed together in a free-standing enclosure. In sequence, they allow developing, washing, etching, washing and tinning to be carried out in times which the company claims can be under 15 minutes total.

The tanks are made from impact resistant ABS and have lids to prevent splashing.

Pipework, which uses standard connections of the kind employed on washing machines, is supplied ready for connection to convenient water inlet and outlet facilities. If no such facilities exist, the unit can be supplied with a re-circulation system at extra cost.

Measurements are 40 x 24 x 31 ins.

● MACHINE TOOLS

Automatic controls on show

THE NEW two- or three-axis computer numerical control manual data input equipment that Philips is to show at Mach 80 in Birmingham is an extension of the company's microprocessor-based CNC controls to simpler applications.

First in a series of control systems, the CNC 3340 is designed to bring the advantages of the technique to machine tools for simple machining direct from the control memory, which has a capacity of 4 Kbytes.

The control is extremely easy to interface with a machine tool as the servo loop is closed in software.

A question-and-answer dialogue simplifies operator manual data input. All machining data can be checked at any time on a universal alpha-numeric display. Addresses are called up in a positively controlled sequence by an address selector key. Input errors are thus avoided.

The total control array is made up of three printed circuit boards mounted in a cabinet measuring only 310 x 292 x 210 mm. This allows integration of the control into the machine tool at the most convenient point for the operator.

NC 6682 lathe control is the latest addition to the family of two-, three- and four-axis straightline and contouring controls.

Typically, toolnose radius compensation is standard, and fixed machining cycles can be called up directly for many applications. Operation and programming is so simple that part programs can be entered directly on the shop floor.

Mach 80 is at the NEB, Birmingham, from April 22 to May 2. N.V. Philips' Gloeilampenfabrieken, Science and Industry, TQ 111-2, Eindhoven, The Netherlands.

Toshiba: a lame duck takes wing

BY RICHARD C. HANSON IN TOKYO

THE problems of rejuvenating a large industrial corporation, gone sour under its own bulk, are certainly familiar to British businessmen. Companies like BL have for years toyed with new strategies with less than brilliant results. In Japan, however, one of the oldest (and largest) of manufacturing companies, Toshiba Corporation, appears to have emerged successfully from a not too happy recent past.

Toshiba has had more than its share of troubles since 1945. Before and during the war the company was the largest maker of electrical machinery in Japan, and for its part in the war effort produced, among other things, the sophisticated torpedoes used by the Imperial Navy. Toshiba, which traces its roots back to 1875 as a producer of telegraphic equipment, has traditionally prided itself on being the technological banner carrier for the country, with virtual monopolies in a number of key areas involving heavy electrical apparatus. It was also a pioneer in home appliances.

The company's pre-war predominance, however, made it both a target for the American occupation administration (because of its heavy involvement in war production) and for militant labour unions, which emerged strongly immediately after the war. The American zeal to dismantle the largest industrial groupings led to dismemberment of 27 of Toshiba's plants into separate subsidiaries, leaving 16 for the parent. Union strife, including the company's longest ever strike (55 days), lasted until 1949.

In addition to other problems, Toshiba's workforce had become bloated to around 85,000 by the return of former Toshiba employees after the war. The company felt obliged to rehire these men, but in 1950 a strong new president was compelled to a draconian 20 per cent cut in the number. Although this set the stage for participation in Japan's economic recovery, Toshiba never recovered its former dominance. Hitachi, its arch rival in the electrical machinery field, in fact passed Toshiba in sales in 1955 and has held that lead very profitably ever since.

While Toshiba was no longer the single most important company in the field, it did maintain its tradition of leadership in research and development and heavy investment in projects which were considered to be in the national interest, such as computers, semiconductors and nuclear power. During the high growth years of the 1960s and early 1970s, this strategy worked well. As a technological leader, Toshiba products readily found markets. But the prosperity of the 1960s tended to obscure the company's vulnerability to an abrupt end of the era of high growth.

Kazuo Iwata, president of Toshiba: "Make more money" is his rallying call

NET EARNINGS (Loss)

	1975 Ybn	1976 Ybn	1977 Ybn	1978 Ybn	1979* Ybn
TOSHIBA					
Parent	8.7	13.8	13.9	19.4	38
Consolidated	(3.9)	3.6	2.4	23.2	44
HITACHI					
Parent	19.4	30.4	31.4	37.5	52
Consolidated	41.1	70.2	77.8	97	120

* Projected

That era ended with the 1973 oil crisis, and Toshiba found itself unable to respond quickly to the sudden change in circumstances. By contrast, Hitachi, where power is much more centralised in the hands of the president, responded immediately to the crisis with a decision to halt all new plant and equipment, investment and expansion until the storm passed. This decision applied both to Hitachi itself and its subsidiaries.

Part of the weakness of Toshiba's response to the post-1973 recession can be traced to the methods it applied to corporate planning during the high growth era. Under the presidency of Toshio Doko, 1965-72, corporate planning amounted to setting higher sales targets for each division and allowing those divisions to pursue their targets independently.

The general manager of corporate planning, Yasuhide Taku, recalls that Toshiba's fourteenth long-range plan, launched in 1967, contained virtually no reference to profitability (Doko's strong point was productivity). Profits, it was held at the time, would come "automatically" because of the quality of Toshiba's products and because the economy appeared to be expanding endlessly.

The economic plan drawn up in 1973, following this same philosophy, rather naively assumed that production would continue to grow by 15 per cent a year for the following three years. Thus, just on the eve of the worst recession in Japan's post-war history, Toshiba and its hundreds of subsidiaries were busily expanding to meet its new goals. In 1974, Japan's GNP plunged into negative growth for the first time since the post-war recovery began in earnest.

Doko (who now heads Keidanren, Japan's most powerful business organisation) can perhaps be forgiven for the weaknesses in his business strategy for Toshiba. His methods had worked brilliantly once before while he was president of Ishikawajima-Harima Heavy Industries (IHI), which was a stunning success before the shipbuilding industry collapsed in the mid-1970s. (IHI belongs to the same industrial grouping as Toshiba.) But it took Toshiba three years, following the first oil crisis, to set a course which both rationalised its unwieldy operations and proved profitable.

As was the case during previous turning points after the war, it took a new president to set the tone and raise the company from a low point in employee morale. This time, perhaps significantly, the new man came from within.

Unlike his three immediate predecessors, Kazuo Iwata, now 70, actually began his career with Toshiba, immediately after graduating from Tokyo Imperial University in 1934. The previous three had either joined Toshiba in senior posts in mid-career or had come in as members of rescue missions.

By the time the blunt speaking Iwata became president in 1976, Toshiba's debts had soared to a record Y398bn (£725m), or about 30 per cent of its assets; around 15 per cent of the company's 300-plus subsidiaries were reporting losses. In 1975, Toshiba recorded a consolidated net loss.

Probably because Iwata had spent 20 (out of 46) years on the financial side of Toshiba, his rallying call became "make more money." This turned out to mean a thorough rationalisation of the unprofitable subsidiaries (it should be recalled that Toshiba's proliferation of loosely controlled subsidiaries began as part of the U.S. occupation policies). Here Toshiba borrowed from its rival, Hitachi's, experience, by replacing top executives with new ones more attuned to Iwata's profit consciousness. Small companies were merged, and others abandoned.

A strict programme of reducing the workforce was also implemented, relying on natural wastage and voluntary retirement rather than outright dismissal. From 72,000 at the start of the decade, Toshiba's workforce has been reduced to 62,000 employees.

Lastly, Iwata undertook a reform of Toshiba's corporate planning, this time borrowing ideas from General Electric of the U.S., which, incidentally, is still Toshiba's largest single shareholder. (G.E.'s ties with Toshiba date back to 1905, at one point, in 1939, G.E. held a 30 per cent share of Toshiba's equity). Toshiba's emphasis, Iwata decided, would be on the strategic selection of profitable or potentially profitable products and withdrawal from potential losers.

The most dramatic example of the new strategy was Toshiba's decision two years ago to abandon its large-scale involvement in computers, an area which it had pioneered in the 1950s as part of a government-directed programme. By the 1970s, the computer division was producing heavy losses as other more aggressive computer companies in Japan began to take off.

On the positive side, the company has drawn up a short list of those areas which will, it believes, ensure future profitability and in which it is spending heavily to secure its position. The top two are nuclear power products (where Toshiba ranks number one in Japan with a 35 per cent market share) and semiconductors, where it is number three. About 60 per cent of the capital spending planned this year, totalling Y45bn, will go to those two areas alone.

Toshiba also lists medical equipment and electronics, industrial control system and office automation machines among its top five "new" areas for growth in the 1980s.

Iwata's aggressive leadership has paid off. Group earnings have improved steadily since the 1975 consolidated loss. Perhaps more important, there has been a very noticeable surge in morale; the company's executives feel that this is a prerequisite for higher earnings. With the parent company's net profit for the fiscal year ending this March expected to double last year's net (to a record Y40bn on a 13 per cent rise in sales to Y1,400bn), spirits should soar further.

Overseas Toshiba remains rather weak, particularly as a result of its slowness in moving into manufacturing in the advanced industrial world. Of the company's 24 overseas production plants, only two are to be found in the advanced world—the Rank Toshiba colour TV venture in the UK and a television plant in the U.S. There are now plans to expand that area of investment, including a semiconductor plant in America.

Toshiba's final unsatisfied ambtion is to catch up with Hitachi, which is often dubbed the G.E. of Japan. Hitachi admits to a heightened awareness of Toshiba's tough new business stance and expects competition to hot up considerably in the product areas which each now leads. Toshiba is looking at Hitachi's lead in home appliances while Hitachi is aiming at heavy electrical apparatus, where Toshiba dominates. Toshiba's parent company, meanwhile, has been closing the profit gap with Hitachi, although Hitachi still leads in the number of its profitable subsidiaries.

The search for profits still seems novel to Toshiba executives who grew up in the era when Toshiba (like so many other big Japanese companies) concentrated on growth and forgot about the bottom line. In the post-oil crisis era, however, it has turned out to be the only policy that makes sense.

EXECUTIVE HEALTH

BY DR. DAVID CARRICK

Fungus is the bogey

OWNERS OF timber-framed houses and custodians of ancient churches are only too aware of the damage caused by death-watch beetles. Various measures are taken to vex these little creatures, ranging from chemical fluids to poisonous gases and, occasionally, by the unnecessary removal of their timber homes.

Unfortunately, a remarkable number of the worthy folk involved in these cases, fail to realise that good oak is far too hard for the jaws of the beetles unless the surface has undergone a type of pre-digestion. This is provided by vigorous fungi. But if only brilliant man would remember that fungi thrive in damp, dark and airless conditions, he would not provide such suitable conditions by the use of panelling, matchboarding etc., thus paving the way for the little tapping menace.

Fungi are primitive plants which require no light since they have no chlorophyll. The different varieties are almost numberless, and their size varies from giant toadstools, several feet across, to creatures invisible to the naked eye. And however distasteful it may be to the genteel, myriads of the latter type live in various parts of our bodies and on the areas of skin most to their liking.

Normally they cause no trouble and only become tiresome if certain circumstances create favourable conditions.

The mouth is a good example. Usually the fine balance between fungi and bacteria checks both. If someone is crazy enough to suck or chew an antibiotic meant to be swallowed, a sudden imbalance will occur. As the bacteria are culled, then the fungi, which rather enjoy other fungal products, such as penicillin, flourish mightily. The same is true of other bodily orifices, and the result is "thrush" or some other fungal eruption. Fortunately, anti-fungal drugs can cope with the results in most cases, but treatment is often a prolonged battle.

Very rarely, an individual who is being treated for a respiratory infection with antibiotics, is freed from bacterial assault only to be afflicted with an unpleasant dangerous and difficult to treat, fungal disease.

The skin is a battleground of organisms, and when fungi gain the upper hand, various disorders may result. For example, one variety of the Trichophton (as these fungi are called) attacks the scalp, causing inflammation and patchy baldness. On hairless areas a condition known as *Tinea circinata* (caused by similar creatures) may occur. The result is one or more red, itchy rings which are unsightly and worry the owner and those around him.

Again, the nails of the feet and hands may be attacked. Dullness, ribbing and distortion will result. Treatment for these latter areas is with griseofulvin orally for many months. Although this may seem tedious, ultimate success is the rule.

Dirty, scaly rain-drops

A remarkable example of fungal infection is *Tinea versicolor* whereby the patient's trunk is covered by irregularly shaped, brownish patches which look like dirty rain-drops, except that they are somewhat scaly. They look frightening (particularly on a normally fair-skinned person) but they are only cosmetically embarrassing. Treatment is effective, but it may take too long to produce felicity in those who yearn to lie about in bikinis.

The arm-pits, those damp, dark, airless areas, are sometimes occupied by too many Trycophytons and their allies which cause red rings, itchings and soreness. Both sexes may be affected, but women are largely immune from the varieties that favour male groins and adjacent areas (second most common to "athletes foot" also caused by similar creatures). Again there is intense itching, redness and soreness which is as unpleasant as it is embarrassing. Although this condition has enjoyed quaint names such as "Gym Itch," "Runners' ruin," and "Scrum scratch," it is no joke for the sufferer.

Cases seem to have increased in recent years, which may not be unconnected with the wearing of tight underpants and jeans, both of which provide a perfect cultural area for the little plants. Sufferers from this or any of the other fungal infections, will certainly blame somebody or some place whence they must have obtained the spores. Doubtless transferance is possible: frequently, however, there is no firm evidence, which leads one to the presumption that auto-infection, due to imbalance, is responsible.

There are scores of products on the market for treating these conditions. Some are powders, some ointments; and others are sprays: none is cheap. But the ointment devised by British dermatologist, Dr. Arthur Whitfield (1867-1947) has beaten off competitors for upwards of 80 years. Application of this, plus careful drying of the skin, and the use of loose garments will eliminate a majority of these unwelcome plants with remarkable rapidity.

Unfortunately, Whitfield's ointment does not work on oak beams.

Business courses

Management of Quality Control, London. March 3-7. Fee: £440 (plus VAT). Details from the Institute of Quality Assurance, 54 Princes Gate, Exhibition Road, London SW7 2PG.

Important Developments for Corporate Accountants, London. March 14. Details from European Study Conferences, Kirby House, 31 High Street East, Uppingham, Rutland LE15 9PY.

Marketing the Company—seminar for Receptionists and Telephonists, London. March 27. Fee: £70 (plus VAT). Details from Seminar Secretary, Institute of Marketing, Moor Hall, Cookham, Berkshire SL6 9QH.

Solving Problems by Simulation, London, March 20. Fee: £80 (plus VAT). Details from P-E Consulting Group, Park House, Egham, Surrey.

Managing the Corporate Finance Department, Brussels. March 31-April 2. Details from Management Centre Europe, avenue des Arts 4, B-1040 Brussels, Belgium.

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The facts about steel

LAST WEEK'S apparent breakthrough in the steelworkers' pay strike has turned into a bitter and unedifying wrangle about who said what to whom, none of which is in the least relevant to the fundamental facts at the bottom of the dispute: that the British Steel Corporation is an inefficient, bankrupt albatross round the neck of the British taxpayer. Its present desperate condition can only be cured by an attack on overmanning and inefficient working practices. The acrimonious collapse of negotiations after an hour and a-half on Friday at least had the virtue of underlining clearly the intransigence of the ISTC on productivity.

Undertakings

That the union negotiators decided to walk out of Friday's talks over the issue of whether a 4 per cent productivity element in the BSC's offer was to be paid before or after the conclusion of detailed plant-level productivity agreements speaks volumes about the union's attitude to change and about the value of any undertakings to improve productivity in the indefinite future. Unhappy experience has belatedly convinced the BSC management that it is folly to make productivity payments in advance of productivity improvements. Even the offer of money after productivity agreements are signed, but before their effects can be gauged, is arguably an excessively large hostage to the good faith of the unions.

For too many years now unions, and, in some cases managements, have used productivity deals as a smoke-screen to disguise from governments, shareholders and other workers the sad facts about irresponsible pay bargaining and self-defeating obstructionism. One of the encouraging aspects of last week's negotiating fiasco is that it suggested that rumours about a change in the Government's attitude to this vital issue were unfounded. There was nothing in the BSC's offer which suggested acquiescence by the Government to a face-saving phoney productivity bargain. While the Government's apparent non-intervention in the steel dispute may be somewhat disingenuous, there is no reason to doubt its determination to force BSC to pay for whatever settlement it reaches out of its own resources.

Given that British Steel, unlike many of the other nationalised industries, is in no position to raise its prices, while its investment programme and working capital are in any case being pared down to an absolute minimum, BSC management can say to their workers with complete sincerity that pay increases can only come from genuine productivity improvements. However Mr. Bill Sirs may construe the conversations he had with various BSC managers in Luxembourg, he should understand that what he calls "new money" can come only from the taxpayer. The Government has made it quite explicit, on the taxpayers' behalf, that extra subsidies will not be forthcoming.

BSC's financial position differs totally from that of the more solvent nationalised industries, which can indeed, as Mr. Sirs has suggested, "juggle" with their cash limits in order to increase their wage bills beyond the Government's expectations. But in BSC's case, the scope for juggling is already exhausted. The deterioration in Britain's economic prospects since BSC's *corporate plan* was drawn up and cash limits were *set last* summer, has more than eliminated whatever slack there may have been in the corporation's finances. There is therefore no point in the steelworkers looking to the kind of settlement reached with the miners. The National Coal Board may also be unprofitable, but its scope for financial manoeuvre is incomparably greater than the Steel Corporation's.

Closures

It is now up to the BSC management to get these points clearly across to the steelworkers—and to explain that with every day that the strike continues, the steel industry's plight becomes more desperate. Thus the productivity "strings" which have to be attached to any pay offer will have to become more severe the longer the strike goes on. The Government, too, should try to reinforce BSC's message by making its own policy crystal clear: it cannot disclaim all responsibility for the future of the steel industry or for the social consequences of steel closures. But it can, and should, insist on the taxpayer's right to say "enough is enough."

Time to reform the CAP

COUNTRIES which devote more than 70 per cent of their budgetary resources to promoting the interest of 8 per cent of their populations are usually judged ripe for revolution. But the Common Agricultural Policy brings no ravening hordes to the doors of the Berlaymont in Brussels, because the European Community lacks most of the qualities of a nation state.

Certainly, the European Parliament's throwing out of the EEC's draft budget for 1980 last December should not be seen as the start of a popular revolt on the issue. European MPs were sensibly concerned to see a better balance in expenditure between agriculture and other sectors. But it remains to be seen how many truely understand the zany logic of the CAP. The efficient farmer's incentive to overproduce has become overwhelming as inflation in the Community has worsened. Common farm prices have risen by a modest 3.9 per cent, 2.1 per cent and 1.3 per cent, in each of the last three agricultural years, virtually forcing increased production at guaranteed prices in order to offset production costs. As a result, the cost of the policy has climbed by more than 20 per cent per annum during this period.

Strong

The EEC Agriculture Ministers are due to start their annual haggling shortly over the level of prices for the 1980-1981 farm year. Past experience leaves little cause for optimism that the nine will choose this year to make a start on re-ordering budgetary priorities.

Nevertheless, there are some potentially strong pressures on the Council working in this direction. The apparent determination of the new directly-elected Parliament could be one, although the large majority which rejected the draft 1980 budget would be certain to shrink if it came to a long battle with the Council over the farm spending issue. Many European MPs are under pressure from well organised farm lobbies, and appeasement may prove as politically attractive for them as it has been in the past for the EEC's Agriculture Ministers.

A second encouraging factor ought to be the Commission's insistence that Ministers must not only endorse modest farm prices this year, but also a package of measures to curb the waste on surpluses. The Commission says that if its plans are adopted, then the CAP may cost less this year than last, when spending was heavily inflated by the disposal of dairy stocks. But this is not the first time we have heard tough talk at the Commission.

Exhaust

If nothing is done soon about the dairy, sugar and beef sectors, then sometime in 1981 the Community will almost certainly exhaust its "own resources" budget, which is limited by and now close to 1 per cent of member states' VAT collections.

The UK's efforts in past years have failed to stem the CAP tide. Now, it needs a tough aproach otherwise there may not be enough money available to achieve a significant cut in the UK's net contribution to the EEC budget over the next three or four years. But the UK Government will be under pressure from its own farmers to agree price rises at the farm gate since there is no more scope for adding to their income through devaluations of the green pound. Moreover, the bargaining pressures from France and elsewhere will be trying to push Britain into the direction of dropping its demand for a freeze on products in surplus in return for concessions on its budget problem.

The financial room for such deals is narrow. But the political scope for changing the CAP is even narrower. Neither Prime Minister Helmut Schmidt nor President Giscard d'Estaing will be ready to grasp this nettle with elections in West Germany and France during the next 12 months. It is a dismal prospect, but even at this early stage, it looks very much as if we are in for yet another year of cosmetic reforms which may save a few hundred million units of account on the cost of surpluses. The budgetary "crunch" will be left until next year, and so will the inevitable day when the EEC has to face up to the nonsense of its Common Agricultural Policy.

It is indisputable that much delay is caused by red tape and that when the money is spent it is not always spent wisely

Auditors fault EEC for lax ways with cash

By A. H. HERMANN, Legal Correspondent

THE best way to hide a secret is to bury it in a 326-page issue of the Official Journal of the European Communities which most people dread to read even in small doses. That may explain why the Annual Report of the Court of Auditors concerning EEC financial operations in 1978* almost completely escaped public attention.

Yet this second Annual Report from the youngest of EEC institutions contains a wealth of information about what the EEC does and how. Reading it makes one doubt whether any measure of budgetary reform could change the everyday reality of the EEC as long as the lack of financial discipline described in the report is allowed to continue.

The British Government — most recently in the person of Sir Ian Gilmour, Lord Privy Seal — has expressed its wish to take a leading and constructive role in restructuring the EEC budget, to make it more rational, and to deal with the excesses of the Common Agricultural Policy. But no amount of restructuring and rationalisation can be of much help as long as the financial operations of the Community maintain their present elasticity, and the budget is treated merely as *something to be explained away* at the end of the year.

As the Court of Auditors points out, there is an uncertainty about the legal basis of the Commission's financial regime. A new Financial Regulation adopted at the end of 1977 has not yet been implemented. The Commission continues to go by a regulation of 1975 implementing an even earlier one of 1973 but has promised to make a general revision of its financial rules in 1980. The freedom with which funds are at present re-allocated from one purpose to another or carried over from year to year may seem irrelevant, except for a post-mortem, as long as by far the greatest part of EEC spending, namely the support of agricultural prices, remains outside budgetary control. The budgetary provisions for this purpose are only estimates. Actual expenditure is determined by the vagaries of community production, by the world economic situation, and by the decisions which the Council of Ministers take to protect the farmers from the impact of these two influences.

The Board of Auditors therefore cannot and, indeed, does not complain that this expenditure exceeds budgetary limits. It seems, however, to have good grounds for being worried by the opaque nature of these vast financial operations, which in 1978 represented about 8.7bn European Units of Account (about £5.8bn) out of a EUA 12.7bn total expenditure. The absence of financial control could, of course, frustrate any reform of the agricultural policy and its budgeting such as the British Government wants.

The size of this problem is evident from the following passage in the report: "The distribution of expenditure between the items and chapters of the EAGGF (the European Agricultural Guidance and Guarantee Fund usually known as FEOGA) Guarantee Section, was considerably different from the initial allocation of the appropriation. A total of EUA 2.8bn was transferred in this way, i.e., 32.4 per cent of the final appropriations for the financial year. The size of these transfers and the fact that all of the budgetary headings are quite radically affected by them tend to detract in large measure from the value of the initial decision of the budgetary authority."

Beyond that, budgetary control is also made illusory by substantial carry-overs from one year to another. These amounted, between the year 1977 and 1978, to EUA 633m and were almost entirely "automatic," i.e. required no authorisation.

Another device which obscures the financial conduct of the EEC is the "negative appropriation." This concept is not provided for by the Financial Regulation under which the Commission is supposed to operate. It is used to describe certain refunds and levies which the Commission obtains from agricultural producers and then spends for agricultural purposes of its own choosing.

A general reserve

The auditors hold that such practices are incompatible with the general budgetary principle of the separation of revenue and expenditure and enable the Commission to form a general reserve from which to allocate funds to its deficit items without asking the budgetary authorities. The Court of Auditors did not accept as satisfactory the Commission's explanation that "negative appropriations" were unavoidable because the Commission had to solve urgent problems of agricultural policy.

In view of the loose way in which the budget is now being applied—or even ignored—the process of its drawing up may be considered to be of no great importance. But it may become so as soon as limits are imposed on agricultural subsidies. The present systematic underestimation of agricultural expenditure will no longer be possible. At the outset of the process the Commission's preliminary draft budget has some connection with the prices proposed by the Commission. Subsequently, however, the Council raises these prices so that there is a contradiction between its decisions governing expenditure and the budget which should provide an estimate of this expenditure.

In 1978 the preliminary draft budget for the support of agricultural prices was EUA 7.8bn. Actual payments reached EUA 9.2bn. Spending on the support of agricultural prices *took up* 65.8 per cent of the *total* expenditure *foreseen* in the preliminary draft budget, but in fact reached 77.5 per cent of actual payments. The report of the Court of Auditors concludes: "The overall impression is that the Community as a whole prefers to put off until the last minute establishing the real cost of the EAGGF Guarantee Section and its significance in Community expenditure." In other words, the public is kept in the dark until it is too late to protest.

High interest rates

The enormous sums of money which flow into agriculture are handled on behalf of the Commission by national agencies; the way in which they handle the money indicates that some member states use it to improve the liquidity of their public finances without having to resort to costly borrowing. At the same time the Community is deprived of the use of these funds and has to borrow on the money markets at high interest rates in order to be able to provide certain cheap loans to Ireland and Italy or to the coal and steel industry.

The Netherlands actually advances about 10 per cent of the money required for the agricultural support measures, others disburse so slowly that they always have cash in hand. On a monthly average Denmark uses 90 per cent of the funds made available, Germany 84 per cent, and the UK 83 per cent. France, which is one of the greatest beneficiaries, can show only a 65 per cent utilisation of the appropriations, and Italy only 40 per cent. The Commission acknowledged that "there is a trend, especially in Italy and France, to hold unduly high liquid assets." But it hopes that it will be in a better position to strengthen its control over cash balances "as soon as the returns submitted by member states are processed by computer."

It is the duty of the Commission to refuse clearance if the expenditure made by a national agency is not consistent with the regulations. However, the Commission is not in any great hurry, so that some of the expenditure made in 1973 was only cleared last year, and that for 1974 and 1975 will be cleared only in 1980. In the opinion of the Board of Auditors the member states are encouraged "systematically to dispute the Commission's clearance decisions when they finally arrive four to six years after the operation"

While more money is usually spent on the support of agricultural prices, and on the mountains of butter or other produce than envisaged when the budget was drawn up, quite the opposite tendency is noticeable when it comes to spending money on rationalisation of agriculture, research and investment, and co-operation with developing countries. Not only do these headings represent only 6.9 per cent of total expenditure, but there are great delays in disbursing these appropriations for the purpose for which they were earmarked. Thus of the 1978 appropriations for agricultural guidance, 48 per cent was neither disbursed nor even committed to a particular project by the end of that year. Of the allocation for research and investment, the unused proportion at the end of the year was 44.5 per cent. In the case of co-operation with developing countries the figure was 84.4 per cent, and in that of "other sectors" 53.7 per cent.

How far these delays are due to resistance from those who prefer to be subsidised in their own inefficient ways it is difficult to say. It is indisputable, however, that much delay is caused by red tape, both on the part of the Commission and on the part of the receiving countries. And when the money is finally spent it is not always spent wisely.

Help for big concerns

The Board of Auditors, as it has done before, points out that the Commission in 1978 was granting aid and subsidies to concerns with a dominant market position, contrary to a rule established by Regulation 17/64 that such measures must not counteract EEC competition policy. The Auditors complain that the Commission's files provide only sporadic information on this subject, and only when it is volunteered by the recipient of the subsidy.

The tendency to help big concerns rather than small ones has led to the dividing of subsidies for the building and modernisation of cheese factories in Denmark between a concern which already controls 25 per cent of the cheese trade in that country, and the leading Danish producer of margarine. Other similar subsidies for the development of food processing industries went to three large multinational groups, and one to the leading processor of ham in South West France.

The chapter dealing with aid provided to developing countries makes rather sad reading. It seems to take a long time to do things badly, and if the aid finally reaches those in need, it often arrives in a ship with a flag of a Communist country which then receives the credit for the deliveries.

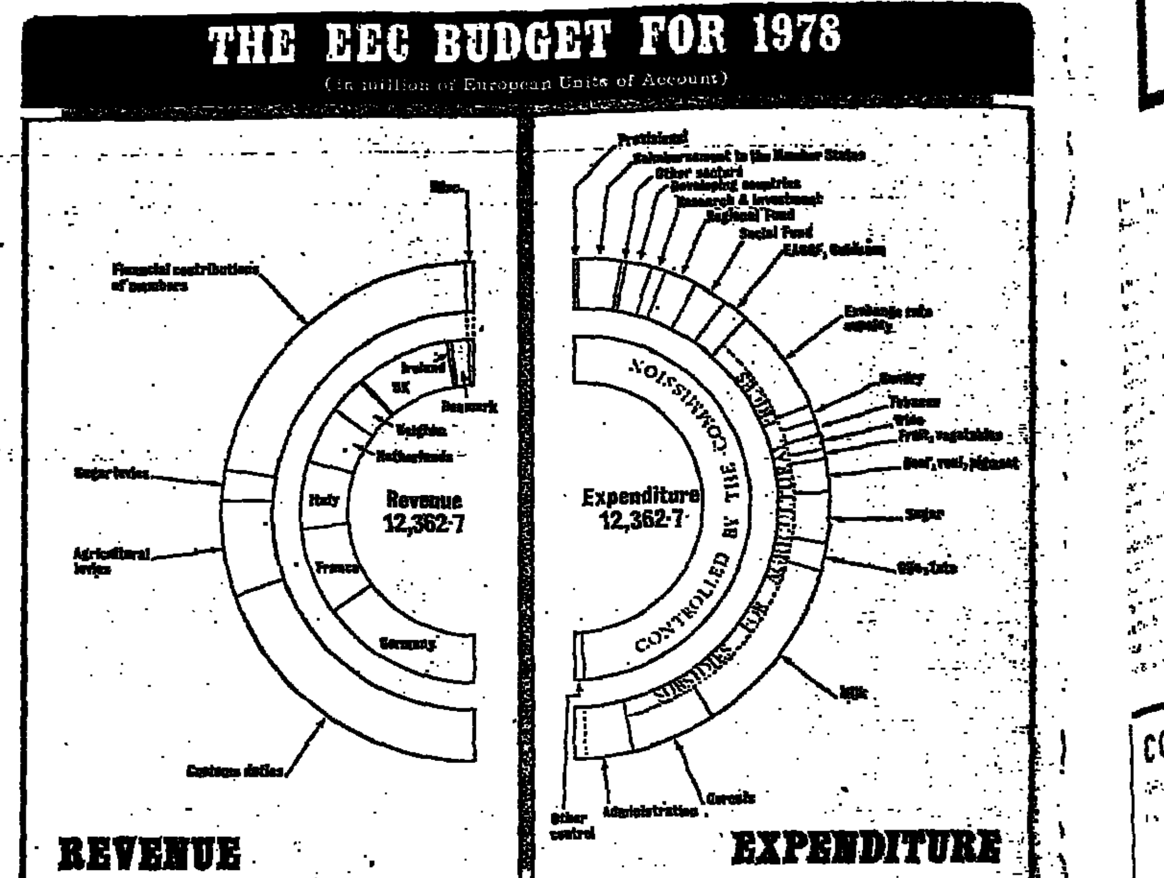
It is only fair to admit that it is the business of auditors to look for what went wrong, passing in silence over business which was handled properly. But examples are given in the report of plantations in regions where no tea will ever grow; projects which involve the transfer of mountain tribes into a marshy country; and hospitals which remain unconnected to a water supply and lack drainage. In general, it seems, the Commission fails to ensure that the projects which it finances can and will be properly maintained.

Compared with the money wasted by the agricultural policy, waste resulting from bureaucratic grandeur appears to be trifling. One learns with amazement that a Community which has now existed for over 20 years has no home of its own. The rent spent over this period on the 5.5m sq ft of office space in Brussels and Luxembourg would have paid almost twice for the buildings.

The Board of Auditors report on the entertainment expenses of the members of the European Commission has already received considerable publicity. However, this special report, provided at the request of the European Parliament, did not deal with all the entertainment and representation allowances and expenses. In addition, to the money spent by the Commissioners, the Commission's staff also ran up a sizeable bill. Altogether the Commission spent £416,000 on entertainment in 1978. Parliament came next with £119,000 including £34,000 spent on a single reception given by the Parliament's President for the staff of the secretariat.

The judges of the European Court received entertainment and similar allowances totalling some £70,000, and altogether the Community spent £605,000 under this heading — even entertainment may serve a good purpose. But one has the creeping suspicion that the longer the lunches, the less the achievement.

*O. J. Vol. 22 C 326.



MEN AND MATTERS

Ducking out of the show

Booked to do a star turn he has been rehearsing for a while now, Sir Harold Wilson has—12 weeks before the event—developed an attack of stage fright.

Before Christmas, when he accepted the invitation to entertain the National Association of Pension Funds, at their annual conference, Wilson was looking forward to sporting in its full glory the costume he has been trying on for size in front of the mirror at home—Scourge of the Pension Fund Managers.

Previews have made pleasing enough headlines. Unfortunately the act requires revitalisation, and Sir Harold hoped that by the time of the conference he would have a splendid new prop — a newly-published 500,000-word report, already a year behind schedule.

Alas, the Wilson committee investigating the City's financial institutions (remember?) now seems unlikely to deliver on time. The final three-day drafting meeting held late last month was not quite the pushover Sir Harold had expected. There was a distinct reluctance to rubber-stamp the Wilson line, even an irritating tendency on the part of some members to insist on major amendments. The final, final drafting meeting has now been called for April Fools Day, putting a May publication date in serious jeopardy.

So Wilson has bowed out of the NAPF show. It seems that even he cannot face yet another shuffling of those familiar dark hints dished up in so many guises to so many luncheons and in so many newspaper columns. In case any NAPF elements feel deprived by this, I can tell them the *punchline* they missed: "Pension fund managers have so much power they do not even know how much they have."

"Look on the bright side, Bert — whatever they do, Denning will reverse it."

Goals to Newcastle

Not content with challenging Britain as the world's financial centre, New York is gearing up for an assault on even more hallowed territory—Rugby.

The game has become vastly popular in the U.S. in the last few years, and players from no fewer than 45 teams in the New York area have been competing for a place on a tour of Britain next month by the Metropolitan New York Union All-Star Team.

Peter Schmerge, a 34-year-old lawyer who is managing the tour, reckons the team will rank among the best the U.S. has ever put together. But he has quickly learned that rugby is in a different league from baseball when it comes to finding sponsors. Some companies have latched on to rugby's potential. Manufacturers Hanover, the large New York bank, and Michelob Beer led the way, followed by Gant, the people who make sports shirts, Colgate, Seagrams, Gulf and Western, and John Nuveen and Co, the investment bankers. Touchingly, many of the New York bars which attract the teams considerable *apres-game* business have chipped in too.

But Schmerge says he is still far short of the modest $25,000 he needs by the middle of next month. The next step will be to rattle his tin in front of a few British companies. In the best U.S. marketing tradition, he has even put together a profile of the U.S. rugby fraternity which shows that 80 per cent are in the "best" age group (25-34), that nearly half earn $20,000 a year or more, and that 80 per cent are graduates or better. What advertiser could fail to be converted by a tryer like that?

Short and sweet

Readers of the Peking Daily are being invited to send in contributions to a new column. There are only one or two provisos, mainly to do with style. This should be "moving and lively," and succinct (nothing longer than 3,000 characters). In case any contributors feel lost in all that freedom, the editor says that all articles must make clear "the superiority of the socialist system." Reference to capitalist countries are permitted to demonstrate this. In case anyone is still confused, the heading on the column should help concentrate the mind: "Socialism is Good."

Filming Milton

From the end of this week Sir Keith Joseph and friends will at least have a vocal ally in many of the nation's living rooms, lending moral support right through the dog days of February and most of March as well.

A series of programmes about the views of economist Milton Friedman is to be screened by the BBC under the title Free to Choose.

A large chunk is being discarded as "too American" for Britain, but enough of the Friedman message — filmed against a background of exotic locations—remains to provide a soothing seven hours for those still on speaking terms with the followers of Adam Smith. For example, the hour devoted to the welfare state, From Cradle to Grave, argues against any form of social security benefits. Who Protects the Consumer? informs us that the price mechanism is ample protection. All that should go down well in Downing Street.

The $2m production, which took two years to make, represents the biggest coup so far for the London-based Video Arts company, now engaged on several other major American TV projects. Executive producer Michael Peacock assures me the series has already proved twice as popular in the U.S. as the similarly extravagant econo-philosophical jaunt across the small screen of Prof. J. K. Galbraith.

Best known up till now for its zany and often excellent business training films featuring John Cleese, Video Arts did not enlist Cleese's help (he is a director of Video Arts) in filming Friedman.

Tidal washing up

Regional Studies, journal of the Regional Studies Association, offers some interesting new thoughts on the Spread-Backwash Concept. The latest edition offers an article which gives "a synoptic analysis of the concept, arguing that the role of diffusion in the concept has been overstated and that the spread-backwash dichotomy has led to confusion." The article concludes that spread-backwash concepts are *non-dichotomous*, but that this set of processes leads to *differential* spatial development impacts.

Observer

FINANCIAL TIMES

Eurobond Quotations and Yields

AIBD

THE ASSOCIATION OF INTERNATIONAL BOND DEALERS

At 31st JANUARY 1980

The Association of International Bond Dealers (AIBD) compiles current market quotations and yields for Eurobond issues. *These quotations and yields* are published monthly by the Financial Times. The Association's prices and yields are compiled from quotations *obtained* from *market-makers* on the last working day *of each month.*
There is no single stock exchange for Eurobonds in *the usually recognised* sense—secondary market trading business is done on the telephone between dealers scattered across the world's major financial centres.
Membership of the AIBD (*which was established in 1969*) comprises over 450 institutions from about 27 countries.

Eurobonds in January

BY *FRANCIS GHILES*

The mood of the international bonds *markets—at least so far* as the major dollar sector is concerned, can only be described today as one of doom and despondency.

Currency unrest disappeared for the time being but the large rise in the price of gold, the events in Afghanistan, and, towards the end of January, the fear of even higher U.S. *interest rates combined to keep* investors well away from the bond market.

The lack of interest displayed by investors in buying dollar bonds did not lead them to acquire harder currency paper in great quantity, especially during the second half of January. While borrowers were piling in to both sectors before interest rates and *coupons* reached new highs, investors were *understandably reluctant* to buy too much paper, *especially when issued by* borrowers with less than prime credentials.

However, as the end of January approached and interest rates and coupons rose in both sectors, buying activity picked up, *by no means all of it coming* from abroad.

Every mini-rally witnessed in *the* dollar sector of the bond market last month proved to be shorter than its predecessor. While prices proved reasonably steady earlier in the month, they started falling fast later on *when fears* of renewed inflationary pressures following *President* Carter's decision to step up spending on arms *became widespread. The hoped*-for recession seemed to vanish *from sight.*

By February 1, some bond analysts were arguing that falls of between 10 and 20 basis points were necessary on prime straight dollar names in the event of U.S. rates rising to 18 per cent and the current inverse yield curve being turned *around.* Many straight bonds were offering close to, if not *above*. 13 per cent yields at the end of January yet never has the market been so dead, according to many bonds *dealers. outside holiday periods.* Many professional dealers were cutting inventories while the number of issues quoted in the *market kept shrinking.*

The FRN sector is no longer immune as many investors seem perplexed by the wild interest rate fluctuations over very short periods of time which characterised the market last *autumn. FRNs seem less fool*-proof as a method of protecting capital than they did before.

With the exception of a $40m straight issue for the ECSC at the beginning of January, all new issues in the dollar sector were accounted for by floating rate notes and convertibles. Many of these sold slowly and opened at sharp discounts in the secondary market as soon as they started trading.

By and large the Deutsche Mark sector had a good month. A record DM 1.1bn worth of *new* D-Mark issues was floated in the four weeks to January 25 though the last *few issues* in the calendar had to have their *coupons increased to attract* sufficient investor support. The *smaller calendar announced* for February—DM 740m—should go some way towards putting this sector on a better *footing, all the more as coupons* of 8 per cent and more appear *to have become the norm.* This means there is little difference now in yield between *foreign* and domestic D-Mark bonds. *Domestic German investors* have thus been buying foreign D-Mark bonds at a time when no great rush of money is detectable from abroad.

The problems of the Swiss Franc sector *are very comparable* to those in the Deutsche Mark one. Here again, higher coupons proved to be the answer and by the end of January, the market was looking much healthier than a few weeks before.

A second Norwegian denominated issue was arranged last month, for the City of Oslo. It met with a very favourable reception but it seems unlikely that the Ministry of Finance in Norway has any intention of granting permission to issue such bonds other than on a *highly selective* basis. Rumours towards the end of the month that Banque Nationale de Paris was about to launch an SDR-linked bond proved to be unfounded but the bank is understood to be studying the feasibility of such an animal. Other ideas are being discussed—such as gold or oil linked bonds—but, to date practical difficulties have prevented any such paper materialising.

The Sterling sector had a mixed month. One of the largest ever such bonds was launched, a £50m ten year one for Citicorp. Despite a coupon of 13½ per cent, it started trading at a discount such as to push up the yield offered to 14.30 per cent. A second issue *for FFI, was expected* but delayed at the eleventh hour because of difficulties the borrower was facing in setting up an offshore borrowing subsidiary in Holland. FFI was forced into this peculiar position by a recent change of practice at the UK Inland Revenue.

The Revenue's changed position, which only became public earlier on in January means that it is no longer practicable for British companies to make new Eurobond issues direct from the UK. Com*panies are now required* to pay interest on such issues after deduction of tax. Bonds issued in this form would therefore prove unattractive to Eurobond investors who are able to receive interest in gross form *from all other* Eurobond issuers.

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The table of quotations and yields gives the latest rates available *on 31st January,* 1980. This information is from reports from official and other sources which the Association of International Bond Dealers considers to be *reliable,* but adequate means of checking its accuracy are not available and the Association does not guarantee that the information it contains is accurate or complete.

All rates *quoted* are *for* indication purposes only and are not based on, nor are they intended to be used as a basis for, particular transactions. In quoting the rates the Association does not *undertake that its members* will trade in all the listed Eurobonds and the Association, its members and the Financial Times Limited do not accept any responsibility for errors in the table.

COMPILED FOR THE ASSOCIATION OF INTERNATIONAL BOND DEALERS BY INTERBOND SERVICES LTD. ★ *A subsidiary of data STREAM International*

Issued / Amt. out (mns)	Year of issue / Issue price	Borrower / Coupon maturity	Price	Life / Average life	Yield to maturity / to aver. life	Current yield	Yield to next call / Next call price	Call not (days) / Next call date	Amt s.f. / First s.f. date
		US DOLLARS—ALGERIA							
25	1977 100.00	BQUE EXT D'ALGERIE 9.00 15/ 8/1982	88 1/2	2.54	14.67	10.17	101	30 1980	1.00 EF1978
		US DOLLARS—ARGENTINA							
50	1979* 98.50	ARGENTINE REPUBLIC 9.875 1/ 4/1984	95 7/8	4.50	14.29	11.90			
		US DOLLARS—AUSTRALIA							
30 5.8	1963 97.50	AUSTRALIA,COMMONWEALTH 5.00 1/ 4/1983 $	92 5/8	3.16 1.67	8.21 10.88	5.53	100 1/2	30 1980	.33 1965
25 .7	1960 97.50	AUSTRALIA,COMMONWEALTH 5.25 15/ 4/1980 $	98 1/4	.20	14.57	5.41	100	30 1980	.70 1962
25 1.4	1960 98.00	AUSTRALIA,COMMONWEALTH 5.25 1/10/1980 $	95 1/2	.67 .42	12.85 17.43	5.57	100	30 1980	.67 1962
25 2.0	1961 97.00	AUSTRALIA,COMMONWEALTH 5.50 1/ 7/1981 $	94	1.41 .92	10.80 14.41	5.94	100	30 1980	.68 1963
30 3.5	1962 98.25	AUSTRALIA,COMMONWEALTH 5.50 15/ 1/1982 $	91 7/8	1.96 1.21	10.96 14.46	6.08	100	30 1980	.81 1964
30 4.2	1962 97.50	AUSTRALIA,COMMONWEALTH 5.50 1/ 7/1982 $	91 7/8	2.41 1.42	9.55 12.25	6.08	100	30 1980	.83 1965
25 4.2	1962 99.00	AUSTRALIA,COMMONWEALTH 5.50 1/10/1982 $	91 3/8	2.67 1.42	9.43 12.67	6.11	100	30 1980	.69 1965
25 8.3	1965 98.50	AUSTRALIA,COMMONWEALTH 5.50 1/ 5/1985 $	89	5.25 2.75	8.28 10.44	6.20	101	30 1980	1.39 1968
25 8.5	1965 99.75	AUSTRALIA,COMMONWEALTH 5.75 1/11/1985 $	88 1/2	5.75 3.26	8.47 10.21	6.60	101 1/2	30 1980	1.39 1968
25 9.4	1967 97.50	AUSTRALIA,COMMONWEALTH 6.50 15/ 6/1982	91 1/2	2.37 1.67	10.71 11.70	7.10	100 1/2	30 1980	1.56 1970
100	1977 100.00	AUSTRALIA,COMMONWEALTH 7.50 1/ 9/1984	83 1/4	4.58	12.49	9.01	101 1/2	90C 1981	
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

Amount / Amt outstanding	Year of issue / Issue price	Borrower / Coupon Maturity	Price	Life / Average life	Yield to maturity / to avg life	Running yield	Yield to next call / Next call price	Call date / Next call date	First s.f. / Sinking fund
		US DOLLARS-JAPAN (CONTINUED)							
25 / 18.3	1973 / 98.50	CURACAO TOKYO HOLDING 8.625 1/12/1988	83 1/8	8.83 / 7.06	11.79 / 12.34	10.38	101 1/2	30 / 1981	.95 DP197.
20	1978 / 99.00	DAIICHI CHUO(CAYMAN) 8.50 15/ 1/1985	85 7/8	4.96	12.49	9.90	101 1/2	30 / 1981	1.50 PF1979
20	1977 / 99.00	DENKA - DENKI KOGYO K.K 7.75 1/10/1982	87 3/4	2.57	13.47	8.83			
30 / 30.0	1977 / 99.75	HITACHI SHIPBUILDING 7.75 15/ 2/1984	87 7/8	4.04 / 2.64	11.68 / 13.56	8.82	101	30 / 1981	6.00 / 1981
30	1978 / 99.50	HITACHI SHIPBUILDING 8.50 1/ 3/1983	88 7/8	3.08	13.10	9.56	101	30 / 1981	
20 / 4.8	1969 / 98.50	HONDA MOTOR 7.50 15/ 1/1981 S	93	.96 / .82	16.27 / 17.79	8.23	100	30 / 1980	1.33 / 1969
25	1975 / 99.00	HONDA MOTOR 9.25 1/ 5/1980	98 3/8	.25	15.82	9.40			1.00 PF1977
20	1976 / 99.75	INDUSTRIAL BANK-JAPAN 8.50 1/ 7/1982	92 3/4	1.41	14.40	9.16	100 1/2	30 / 1980	
35	1975 / 100.00	INDUSTRIAL BANK-JAPAN 9.25 15/12/1980	96 3/8	.87	14.19	9.62	100	30 / 1980	
35 / 28.0	1975 / 100.00	INDUSTRIAL BANK-JAPAN 9.25 15/ 4/1982	94 1/4	2.20 / 2.06	12.36 / 12.57	9.81	100 1/2	30 / 1980	1.60 DP1976
45	1977 / 100.00	ISHIKAWAJIMA-HARIMA 7.75 15/ 5/1982	88 5/8	2.20	14.05	8.74	100	30 / 1981	
35	1976 / 100.00	ISHIKAWAJIMA-HARIMA 9.00 1/ 3/1981	95	1.08	14.25	9.47	100	30 / 1980	
20	1978 / 99.50	ITO-YOKADO 9.125 31/ 8/1983 S	85 3/4	3.58	14.09	10.92			
15	1977 / 99.00	C ITOH & CO (HK) INTL 8.125 1/12/1984	88	4.83	11.48	9.23	101	30 / 1981	1.00 PF1978
35	1976 / 100.00	C ITOH 8.75 1/ 6/1981	92 7/8	1.30	14.74	9.42	100 1/2	30 / 1980	
20 / 5.9	1965 / 97.75	JAPAN DEVELOPMENT BANK 6.50 15/11/1980 S	93 1/2	.79 / .69	16.13 / 17.49	7.07	100	30 / 1980	.75 / 1967
100	1976 / 99.80	JAPAN DEVELOPMENT BANK 8.25 15/ 7/1981 S	94 1/4	1.45	13.10	8.94			
30	1975 / 99.25	JAPAN DEVELOPMENT BANK 8.50 15/ 7/1980 S	99 3/8	.12	14.07	8.74			
15 / 15.0	1977 / 99.00	JAPAN STEEL WORKS 7.75 15/ 5/1984	87 3/4	4.28 / 2.78	11.67 / 13.54	8.88	102	30 / 1981	3.75 / 1981
20	1977 / 100.00	KAJIMA OVERSEAS(CURACAO) 7.625 15/ 5/1982	88	2.28	14.06	8.66	100 1/2	30 / 1980	

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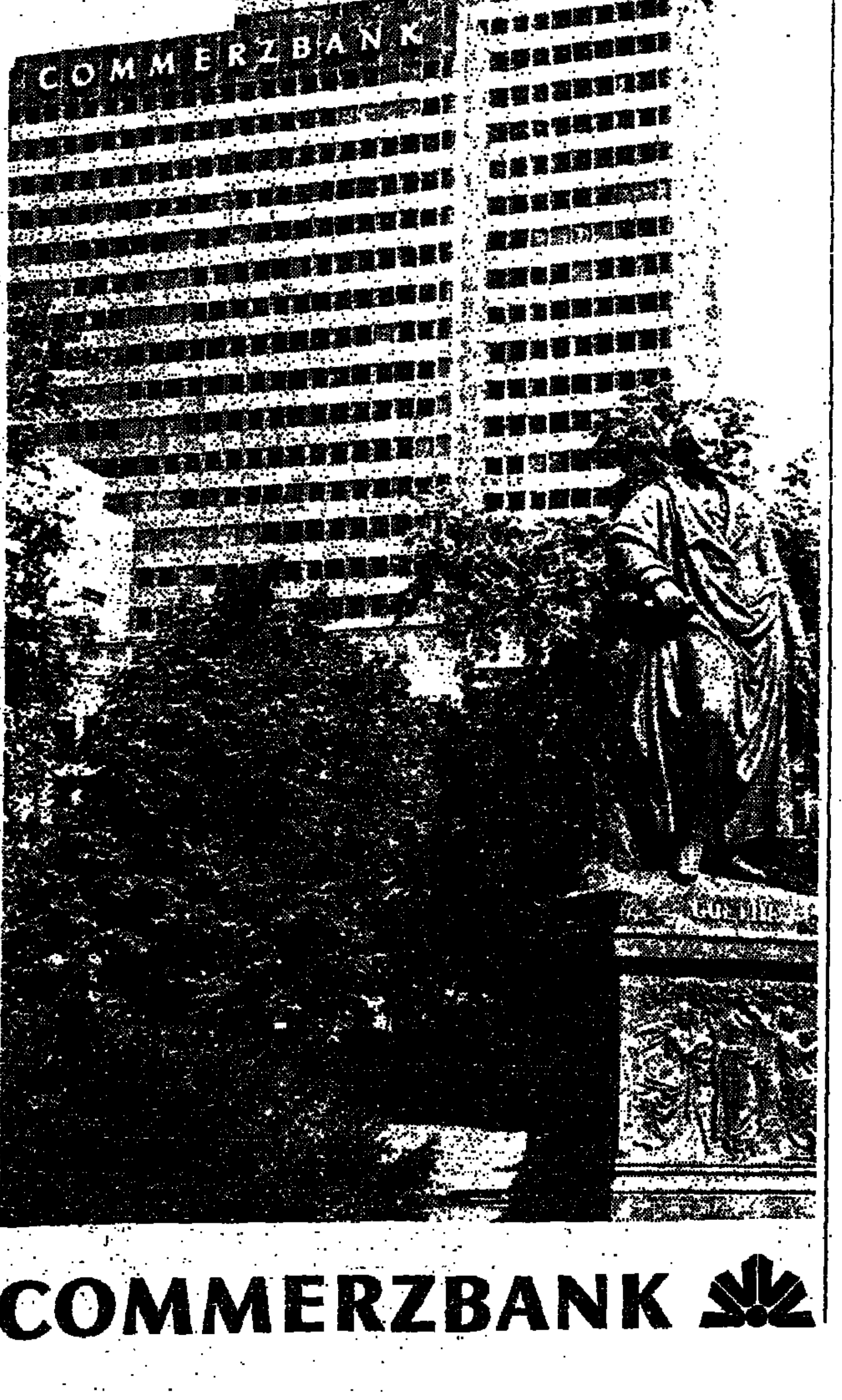

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COMMERZBANK

Austrian Quotes
Quotations and Yields of Austrian Eurobonds

ISSUE	COUPON DATES	REPAYMENT	SINKING FUND (STARTING)	PRICE BID	PRICE ASKED	CURRENT YIELD	CURRENT YIELD TO MATURITY
D-MARK BONDS							
6½% Brenner Autobahn 1968 (G)	1.2-1.8	1.8.74-83	1.8.73	98½	99	6.84%	7.26%
6% Donaukraftwerke 1959 (G)	1.2-1.8	1.2.65-84	—	98	99	6.09%	6.53%
6¾% Donaukraftwerke 1973 (G)	1.3	1.3.73-87	1.12.77	94½	95	7.13%	7.74%
7% Girozentrale Wien 1976	1.11	1.11.81	—	98	99	7.11%	7.93%
7¼% Girozentrale Wien 1976	1.11	1.11.83	—	97½	98½	7.40%	7.87%
8¾% IAKW 1975 (G)	1.5	1.5.80-85	—	101	101½	8.63%	8.41%
6¾% Kelag 1973 (S)	1.5	1.5.79-88	1.2.78	93½	94	7.21%	7.81%
8¾% Oester. Draukraftwerke 1975 (G)	1.3	1.3.81-85	—	101½	102½	8.59%	8.29%
7% Oester. Elektrizateswirt 1967 (G)	1.2-1.8	1.2.73-87	—	98½	99½	7.05%	7.24%
7% Rep. Oesterreich 1968	1.4-1.10	1.4.73-82	1.4.72	100	101	6.97%	6.84%
6½% Rep. Oesterreich 1969	1.4-1.10	1.4.75-83	1.1.74	98	98½	6.61%	7.18%
9% Rep. Oesterreich 1975	1.2	1.2.83	—	104½	105	8.60%	7.25%
8½% Rep. Oesterreich 1975	1.5	1.5.78-87	1.2.77	99½	100½	8.47%	8.43%
7¾% Rep. Oesterreich 1976	2.5	2.5.83-86	1.2.82	100½	100½	7.71%	7.64%
6¾% Rep. Oesterreich 1977	1.4	1.4.83-85	2.1.82	95	96	7.07%	7.82%
6½% Tauernkraftwerke 1968 (G)	1.3-1.9	1.9.74-83	1.9.73	98½	99	6.58%	7.00%
7% Tauernkraftwerke 1968 (G)	1.2-1.8	1.2.74-83	—	98	99	7.11%	7.67%
9½% Tauernautobahn 1974 (G)	1.7	1.7.81	—	101½	102	9.35%	8.24%
8½% Voest 1975	1.10	1.10.79-88	1.6.78	102	102½	8.30%	8.11%
8½% Voest 1973	1.6	1.6.81-85	—	101	101½	8.38%	8.17%
6¾% Voest 1977	1.6	1.6.84-89	—	92½	93	7.28%	7.86%
7% Wien 1968	1.6-1.12	1.6.74-83	1.6.73	97½	98	7.17%	7.92%
8¼% Wien 1975	1.8	1.8.79-84	—	100½	101	8.20%	8.08%
U.S.$ BONDS							
6% Rep. Austria 1964	31.1-31.7	31.1.71-84	3.1.70	96¾	97¼	6.18%	6.94%
6¾% Rep. Austria 1967	15.3-15.9	15.3.72-82	15.3.71	96¾	97¼	6.95%	8.29%
8¾% Rep. Austria 1976	15.8	15.8.78-90	15.8.77	82½	83	10.57%	11.63%
6¾% Aust. Electricity 1966 (G)	1.1-1.7	1.7.70-86	1.7.69	97½	98½	6.75%	7.07%
6¾% Aust. Electricity 1967 (G)	1.4-1.10	1.10.71-82	1.10.70	97½	98½	6.88%	7.58%
5¾% Alpine Montan 1965 (G)	15.6	15.6.72-85	15.6.71	92½	93½	6.18%	7.35%
8¼% Tauernautobahn 1977 (G)	15.3	15.3.83-87	15.3.82	82½	83½	9.95%	11.93%
6½% Transalpine Fin. Hldg. 1966	31.10	31.10.70-85	31.10.69	90½	91½	7.14%	7.14%
6¾% Transalpine Fin. Hldg. 1966	31.7	31.7.70-85	13.7.69	92½	93½	7.28%	8.43%
6¾% Transalpine Fin. Hldg. 1967	31.1	31.1.73-82	31.1.72	96½	97½	6.98%	8.56%
6¾% Transalpine Fin. Hldg. 1967	30.4	30.4.74-83	30.4.73	95½	96½	7.05%	8.27%
7½% Trans-Austria Gasline 1973	15.1	15.1.77-88	15.1.76	77½	79	9.58%	11.79%
DOMESTIC ISSUES							
8% Investitionsanleihe 1973/II/B	3.7	3.7.76-81 (102)	—	101½	101½	7.89%	8.25%
8½% Investitionsanleihe 1974/II/B	22.10	22.10.75-82	—	100	100½	8.47%	8.34%
8½% Investitionsanleihe 1975/III/B	28.10	28.10.76-84 (103)	—	101½	102	8.35%	8.55%
8½% Investitionsanleihe 1975/S/III U.IV	27.11	27.11.79-85	—	102½	103½	8.23%	8.26%
8½% Investitionsanleihe 1976/S	20.2	20.2.81-86 (104)	—	101½	102½	8.31%	8.54%
8% Investitionsanleihe 1976/S/II	2.7	2.7.83-86	—	98	98½	8.12%	8.30%
8% Investitionsanleihe 1977/S/III/B	2.6	2.6.82-87	—	97½	98½	8.14%	8.32%
8% Investitionsanleihe 1977/II/B	15.9	15.9.82-86	—	98	98½	8.14%	8.34%
8% Investitionsanleihe 1978/II/C	7.6	7.6.86	—	97½	98½	8.14%	8.35%
7¾% Investitionsanleihe 1978/5/C	3.10	3.10.86	—	96½	97	8.01%	8.39%
7¼% Investitionsanleihe 1979-87/II	13.10	13.10.87	—	94	94½	7.67%	8.30%
8% Energieanleihe 1978/C	1.3	1.3.86	—	98	98½	8.14%	8.38%
8½% Wiener Stadtanleihe 1975/B	29.4	29.4.76-83	—	99½	100½	8.48%	8.39%
8% Wiener Stadtanleihe 1977/B	10.5	10.5.82-87	—	97½	98½	8.17%	8.39%
8% Wiener Stadtanleihe 1978/I/C	3.5	3.5.86	—	97½	98½	8.14%	8.36%
8% Europaeische Investitionsbank 1976	20.10	20.10.80-86 (100.5)	—	98	98½	8.16%	8.39%
7¾% Europaeische Investitionsbank 1978	22.12	22.12.86 (100.5)	—	96½	96½	8.05%	8.49%
8% Inter-Am. Entwicklungsbank 1976	17.12	17.12.81-86	—	97½	98½	8.16%	8.39%
8% Tag Finco Anleihe 1976	19.11	19.11.81-86 (100)	—	97½	98½	8.16%	8.39%
8% Sparkassenanleihe 1977/S/B	26.7	26.7.80-83	—	99½	100	8.00%	7.97%
7¾% Sparkassenanleihe 1978/S/C	4.7	4.7.86	—	96½	97½	7.99%	8.36%

(R) Purchase for redemption purposes by issuer possible. The bonds so purchased may be used for repayment according to plan. (...) Repayment at a premium. (G) Government Guarantee. (S) Local Government Guarantee. Yield calculations are based on the middle price.

Market Maker in Austrian Eurobonds

On international capital markets Austria ranks as Triple A. Shrewd investors prize Austrian securities as safe and attractive investments.

GZ

On the Austrian capital market Girozentrale Vienna ranks with the leaders – it's the number one in Austria's large banking group.

Girozentrale Vienna

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GZ EURO 80 DEST

US DOLLARS—SWEDEN (CONTINUED)

Amount issued / Est. outstanding	Year of issue / Issue price	Borrower / Coupon Maturity			Price	Life / Average life	Yield to maturity / to average life	Current yield	Yield to next call / Next call price	Call: not / Next call date	Next A/P amount / First S/F date
25 / 24.0	1978 / 100.00	AGA AKTIEBOLAG	9.25	15/ 6/1988	83 5/8	8.37 / 5.66	12.49 / 13.56	11.06	101 1/2	30 / 1981	1.00 / DP1979
15 / 1.7	1965 / 99.00	ASEA	6.00	15/ 6/1980 S	94 1/8	.37	24.64	6.48	24.64 / 100	90Y / 1980	1.69 / 1969
30 / 22.0	1971 / 98.00	ASEA	8.50	1/ 3/1986	83 3/8	6.08 / 3.72	12.36 / 14.62	10.19	100 1/2	45C / 1981	2.00 / 1974
20 / 9.7	1970 / 99.75	ATLAS COPCO	9.50	1/ 8/1985	91 5/8	5.50 / 3.33	11.61 / 12.70	10.37	100 1/4	30 / 1980	1.00 / DP1971
15 / 1.5	1965 / 99.25	EKTESBERGS	6.00	1/11/1980	94	.75	14.92	6.38	100	30 / 1980	1.50 / 1971
15 / 4.0	1967 / 99.75	EKTESBERGS	6.75	15/ 3/1982	91 1/4	2.12 / 1.12	11.61 / 15.20	7.40	100	30 / 1980	1.35 / DP1969
20 / 20.0	1977 / 99.50	ESSELTE	8.50	15/ 2/1984	87 3/4	4.04 / 2.34	12.54 / 15.13	9.69	101 1/2	45 / 1982	3.00 / 1980
15 / 1.5	1965 / 99.00	GOTAVERKEN	6.00	1/12/1980	94 1/8	.83	13.87	6.37	100	30 / 1980	1.50 / 1971
40	1977 / 100.00	GOTAVERKEN	7.625	15/ 9/1982	89	2.62	12.72	8.57			
40	1976 / 100.50	GOTAVERKEN	8.00	15/ 1/1982	91 3/4	1.96	13.03	8.72			
40 / 36.0	1977 / 99.50	GOTAVERKEN	8.125	15/ 9/1987	78 7/8	7.62 / 5.90	12.57 / 13.32	10.30	101	45 / 1982	2.00 / 1928
20	1976 / 99.00	GOTAVERKEN P	8.25	1/10/1983	86 3/8	3.67	13.13	9.55	101 1/2	30 / 1980	
30 / 30.0	1976 / 100.00	GOTAVERKEN	8.25	15/ 1/1985	89 1/8	4.96 / 2.96	11.22 / 12.90	9.26	101	60 / 1982	6.00 / 1981
30	1977 / 99.50	GOTHENBURG, CITY OF	8.75	15/12/1987	79 3/8	7.87	13.09	11.02	100 3/4	30C / 1984	1.88 / PP1978
15 / 7.2	1967 / 97.90	GRANGES	6.75	16/10/1987 S	81 1/4	7.71 / 4.21	10.60 / 13.02	8.48	101 3/4	30Y / 1980	.90 / 1970
15 / 10.0	1971 / 100.00	GRANGES	8.50	15/ 2/1989	80 1/4	9.04 / 4.54	12.23 / 14.79	10.59	104	30C / 1981	1.00 / 1973
30	1975 / 100.00	GRANGES	9.75	15/12/1980	95 1/2	.87	15.36	10.21	100 1/2	45 / 1980	
20 / 15.0	1975 / 98.00	GRANGES	9.75	1/ 5/1985	91 3/4	5.25 / 4.00	11.93 / 12.48	10.63	102	45C / 1980	1.25 / DP1976
50 / 40.0	1976 / 100.00	KOCKUMS	8.00	15/11/1983	90 7/8	3.79 / 2.29	11.05 / 12.85	8.80	101 1/2	45 / 1980	10.00 / 1979
20 / 8.6	1966 / 97.25	L.M. ERICSSON	6.50	15/ 3/1986 S	84	6.12 / 3.12	10.31 / 13.29	7.69	101 1/4	90Y / 1981	1.20 / 1969

هكذا من الأصل

US DOLLARS-SUPRANATIONAL (CONTINUED)

Issuer Est. O/S ($MN)	Year of issue/ Issue price	Borrower/ Coupon/Maturity	Price	Life average life	Yield to maturity to avg life	Current yield	Yield to next call/ next call price	Call date/ sinking fund date	Amount/ first S.F. date
200	1979* 98.06	EUROPEAN INVESTMENT BANK 9.70 15/ 7/1989	88 5/8	9.45	11.73	10.94	100 3/4	90C 1985	8.00 FF1980
75	1979* 100.00	EUROPEAN INVESTMENT BANK 9.75 15/ 5/1989	85 3/8	9.28	12.47	11.42	100 3/4	30 1985	3.00 FF1980
30	1979* 99.75	EUROPEAN INVESTMENT BANK 9.75 20/ 3/1991	82 3/4	11.13	12.72	11.78	101	30C 1986	3.00 FF1980
150	1979* 99.75	EUROPEAN INVESTMENT BANK 9.875 1/ 6/1987 S	87 3/8	7.31	12.95	11.62	13.25 100	30 1986	
100 100.0	1979* 100.00	EUROPEAN INVESTMENT BANK 9.875 15/ 2/1999 S	79 3/8	19.04 14.09	13.19 13.55	12.63	14.13 102.90	30 1991	5.00 DF1987
150 150.0	1979* 99.00	EUROPEAN INVESTMENT BANK 10.00 1/ 6/1999 S	79 5/8	19.33 14.38	13.29 13.63	12.59	14.16 102.65	30 1991	7.50 DF1987
100	1979* 99.60	EUROPEAN INVESTMENT BANK 10.125 15/ 9/1987 S	88 1/2	7.62	12.89	11.77	13.15 100	30 1986	
100 100.0	1979* 99.60	EUROPEAN INVESTMENT BANK 10.15 15/ 9/1999 S	80 1/2	19.62 14.67	13.31 13.62	13.01	14.11 102.87	30 1991	5.00 DF1987
150	1980* 99.15	EUROPEAN INVESTMENT BANK 11.625 1/ 1/1987 S	95 3/4	6.92	12.93	12.51	13.06 100	30 1986	
80	1979* 99.75	EUROPEAN INVESTMENT BANK 11.75 15/ 1/1992	90 3/4	11.96	13.33	12.95	14.00 101	30C 1987	6.40 FF1981
100 100.0	1980* 98.65	EUROPEAN INVESTMENT BANK 11.875 1/ 1/2000 S	90 7/8	19.92 14.97	13.41 13.73	13.49	14.00 103.10	30 1992	5.00 DF1988
40	1977 100.00	NORDIC INVESTMENT BANK 7.25 1/ 6/1984	83 1/8	4.33	13.06	9.32	101	45 1981	
25	1978 100.00	NORDIC INVESTMENT BANK 8.75 15/ 5/1988	82 1/4	8.23	12.26	10.66	101	45 1983	.60 FF1978
20	1978 100.00	NORDIC INVESTMENT BK P 8.75 15/ 5/1988	82 1/4	8.28	12.26	10.64	101 1/4	45C 1984	

US DOLLARS-FLOATING RATE (CONTINUED)

[illegible]

US DOLLARS-FLOATING RATE

[illegible]

AUSTRALIAN DOLLARS

[illegible]

AUSTRIAN SCHILLINGS

[illegible]

BAHRAINI DINARS

[illegible]

CANADIAN DOLLARS

[illegible]

CANADIAN DOLLARS (CONTINUED)

[illegible]

EUROGUILDERS

[illegible]

EUROGUILDERS (CONTINUED)

[illegible]

Amount (Mil.) / Outstanding	Year of Issue / Issue Price	Borrower / Coupon Maturity	Price	Life / Average Life	Yield to Maturity / Average Life	Current Yield	Yield to Next Call / Call Price	Call Not (Before) / Next Call Date	Next SF Amount / First SF Date
		EURO COMPOSITE UNITS							
60	1974 / 100.00	EUROPEAN INVESTMENT BANK / 8.00 15/ 1/1989	114 3/4	8.96	5.84	6.97	* / 101 1/2	60Y / 1981	2.00 / PF1975
30	1973 / 99.50	EUROPEAN INVESTMENT BANK / 8.375 27/ 2/1988	115 1/4	8.65	6.05	7.27	* / 101 1/2	60Y / 1980	1.00 / PF1974
20	1973 / 98.00	HKT ESTATES & PROP / 8.75 15/11/1988	91 1/2	8.79	10.25	9.56	102 1/2	90 / 1980	.75 / PF1974
		EURO CURRENCY UNITS							
30 / 16.5	1972 / 99.50	BRAZIL,REPUBLIC OF / 8.00 1/ 3/1984	98 7/8	4.08 / 2.26	8.33 / 8.58	8.09			3.00 / 1975
60 / 38.0	1971 / 99.50	ENEL / 7.25 1/ 3/1986	97 5/8	6.25 / 3.21	7.73 / 8.10	7.43	101 1/2	30 / 1980	5.50 / 1976
10 / 7.0	1971 / 99.50	INTERFRIGO / 7.50 12/ 3/1986	97 7/8	6.11 / 3.54	7.95 / 8.22	7.66	102	30 / 1981	.50 / 1974
30	1975 / 98.50	ISCOR / 9.25 1/12/1980	99 3/4	.83	9.50	9.27			
25 / 18.0	1971 / 100.00	SOUTH AFRICA,REPUBLIC OF / 8.00 1/ 4/1986	96 5/8	6.16 / 3.30	8.72 / 9.17	8.28	102	60 / 1981	2.00 / 1975
		EURO UNITS OF ACCOUNT							
12 / 10.5	1975 / 100.00	A.P.E.L. / 9.50 21/ 2/1985	100 5/8	5.06 / 2.77	9.30 / 9.32	9.30	102	30 / 1980	1.50 / 1979
16 / 16.0	1978 / 99.25	AUTOROUTES COTE BASQUE / 7.00 10/ 7/1993	82 3/8	13.44 / 9.91	9.43 / 9.95	8.55	102	60 / 1985	1.28 / 1985
30 / 24.4	1973 / 98.50	BASS CHARRINGTON / 7.00 1/ 3/1991	84 5/8	11.08 / 7.83	9.36 / 10.03	8.32	102	60 / 1980	1.05 / BP1974
15 / 12.0	1974 / 98.00	BRISA-AUTO-ESTRADAS / 8.75 6/ 2/1989	96 7/8	9.02 / 5.02	9.38 / 9.72	9.09	102	30 / 1980	1.00 / 1975
20 / 10.8	1966 / 97.50	C.F.E. — MEXICO / 6.50 1/ 4/1986 S	145	6.16 / 3.41	8.16 / 9.20	7.13	100 1/4	1980	1.27 / 1970
5 / .6	1968 / 98.00	C.P.E. (PORTUGAL) / 7.00 17/ 6/1980	145	.38	29.11	7.54			.59 / 1969
17 / 15.3	1974 / 99.50	COFIROUTE / 9.00 12/ 3/1989	98 7/8	9.11 / 6.00	9.29 / 9.39	9.16	102	75 / 1980	.68 / BP1975
30	1978 / 100.25	COPENHAGEN,CITY OF / 7.00 2/ 5/1993	80 3/4	13.25	9.70	8.72	102	75 / 1985	2.25 / PF1981
25	1979* / 99.75	COPENHAGEN,CITY OF / 8.25 15/ 5/1991	91 7/8	11.28	9.53	9.04	101 3/4	45 / 1984	2.50 / PF1982
20	1976 / 99.00	COPENHAGEN,CITY OF / 8.75 15/ 6/1986	97 1/4	6.37	9.46	9.05	102 1/2	75 / 1981	1.00 / PF1977
25	1975 / 99.50	COPENHAGEN,CITY OF / 9.25 23/ 9/1985	99 3/8	5.65	9.52	9.37	102 1/2	75 / 1980	1.56 / PF1979
10 / 1.3	1968 / 98.25	COPENHAGEN COUNTY AUTH / 6.875 24/ 5/1980	144 1/2	.31	35.31	7.43	35.31 / 100	45C / 1980	1.30 / 1969
15 / 7.0	1969 / 98.50	COPENHAGEN COUNTY AUTH / 7.00 9/ 5/1984	145	4.27 / 2.38	9.09 / 10.56	7.54	101	45C / 1980	1.25 / 1970
12 / 7.4	1971 / 100.00	COPENHAGEN COUNTY AUTH / 8.00 10/ 2/1986	145 1/2	6.03 / 3.27	9.55 / 10.61	8.39	101 1/4	120C / 1981	.80 / 1972
20	1979* / 100.00	COPENHAGEN COUNTY AUTH / 8.75 10/ 9/1991	99	11.61	8.97	8.89	9.30 / 101 3/4	45 / 1984	.50 / PF1980
20	1975 / 99.50	COPENHAGEN COUNTY AUTH / 9.25 23/10/1985	99 3/8	5.73	9.52	9.37	102 1/2	45 / 1980	1.25 / PF1979
20	1975 / 99.50	COPENHAGEN TELEPHONE / 9.50 28/ 5/1985	100 1/8	5.32	9.60	9.55	102 1/2	30 / 1980	1.25 / PF1979
15 / 7.0	1971 / 100.00	ELECTRICITY SUPPLY-I.R. / 8.25 7/ 3/1986	145	6.26 / 3.26	9.83 / 10.96	8.89	101 1/2	45C / 1980	1.00 / 1972
25	1976 / 100.00	ESSO-GUTZEIT / 9.25 10/ 2/1984	99 3/8	4.03	9.64	9.37			.95 / PF1977
20 / 9.4	1971 / 99.75	ESCOM / 8.25 11/ 6/1986	145	6.36 / 3.37	9.80 / 10.88	8.89	101 1/2	45C / 1980	1.33 / 1972
12 / 1.2	1970 / 100.00	ESCOM / 9.25 26/ 6/1980	146	.40	27.83	9.90	27.83 / 100	120C / 1980	1.20 / 1971
20 / 9.6	1966 / 99.38	EUROPEAN COAL & STEEL / 5.75 1/ 2/1986	144 1/4	6.00 / 3.16	7.38 / 8.64	6.23	100 1/2	28C / 1981	1.30 / 1972
10	1976 / 99.00	FUNEN TELEPHONE CO / 9.00 15/ 9/1984	99 1/8	4.62	9.39	9.14	101 1/2	75 / 1981	.50 / PF1977
15 / 11.0	1975 / 99.75	G.I.S. / 9.75 10/ 4/1983	99 5/8	3.19 / 2.23	10.10 / 10.24	9.85	103	60 / 1980	1.50 / 1976
11 / 11.0	1979* / 100.00	GOTHENBURG,CITY OF / 9.125 15/11/1989	97 3/8	9.79 / 7.74	9.64 / 9.73	9.43	101 1/4	60 / 1982	.50 / 1982
10 / 4.3	1964 / 98.00	GREATER COPENHAGEN / 5.625 15/ 4/1984	144 3/4	4.20 / 2.31	7.73 / 9.29	6.07	100	180C / 1981	.76 / 1970
18	1975 / 100.00	HELSINKI,CITY OF / 10.00 31/ 1/1983	100 3/4	3.00	9.95	9.99			2.70 / PF1978
12 / 10.2	1973 / 100.00	ICELAND,REPUBLIC OF / 8.50 24/10/1988	97 1/8	8.73 / 6.65	9.08 / 9.21	8.81	102	75 / 1980	.30 / 1974
15 / 14.4	1976 / 100.00	ICELAND,REPUBLIC OF / 9.25 20/ 2/1983	99 7/8	3.05 / 2.19	9.54 / 9.66	9.32	100 3/4	30 / 1980	1.00 / 1979
12	1976 / 100.00	ICELAND,REPUBLIC OF / 9.25 16/ 7/1986	100 1/8	6.45	9.34	9.30	101 1/4	75 / 1980	.75 / PF1977
12	1974 / 99.50	ICELAND,REPUBLIC OF / 10.00 20/12/1994	L 102 3/8	14.88	9.77	9.83	9.86 / 102	30 / 1984	
25	1977 / 100.25	IMATRAN VOIMA / 8.50 20/ 6/1987	96 5/8	7.38	9.25	8.85			1.25 / PF1980
20	1975 / 99.75	IMATRAN VOIMA / 9.75 25/ 3/1985	101 1/8	5.15	9.61	9.70			2.00 / PF1978
15 / 15.0	1978 / 100.00	INDUSTRIAL BANK-FINLAND / 7.00 5/ 4/1993	83 1/2	13.18 / 8.68	9.29 / 10.03	8.44	102	30 / 1985	1.50 / 1984
15 / 13.5	1975 / 99.00	IND MTGE BANK OF FINLAND / 9.50 7/11/1983	99 7/8	3.77 / 2.66	9.72 / 9.82	9.57			1.50 / 1979
25 / 18.8	1975 / 99.50	IRELAND,REPUBLIC OF / 9.25 7/ 7/1982	99 1/8	2.43 / 1.93	9.42 / 10.13	9.39	101	30C / 1980	3.13 / 1978
20 / 15.0	1974 / 99.50	IRELAND,REPUBLIC OF / 9.75 12/ 6/1984	101	4.96 / 3.63	9.61 / 9.61	9.71	10.44 / 101 1/2	120C / 1981	1.00 / 1975
15 / 14.5	1978 / 99.50	KOMMUNLANEINSTITUTET / 7.50 12/10/1993	88 3/4	13.70 / 8.33	9.03 / 9.62	8.50	102 1/2	90 / 1983	.45 / 1979
12 / 10.4	1978 / 100.00	KOMMUNLANEINSTITUTET / 7.75 25/ 1/1993	91 7/8	12.98 / 6.98	8.91 / 9.51	8.49	102 1/2	30 / 1983	.80 / 1979
15 / 9.0	1969 / 97.00	MANITOBA,PROVINCE OF L / 7.00 17/ 6/1989	145	9.38 / 5.21	8.12 / 8.77	7.54	102 1/4	90 / 1980	.75 / 1970
12 / 6.6	1970 / 100.00	MANITOBA,PROVINCE OF / 9.00 16/ 3/1982	145	2.12 / 1.44	13.06 / 14.95	9.70	100 1/4	90C / 1981	1.30 / 1971
30 / 28.7	1975 / 100.00	MANITOBA,PROVINCE OF / 9.25 8/12/1985	100 5/8	5.85 / 4.40	9.24 / 9.26	9.25	102 1/2	30 / 1980	1.80 / PF1976
25 / 25.0	1979* / 100.00	MORTGAGE BANK OF DENMARK / 9.00 22/11/1991	95 3/4	11.81 / 9.09	9.70 / 9.83	9.46	10.62 / 101 3/4	60 / 1984	1.00 / 1982
12 / 3.0	1963 / 99.00	NORGES KOMMUNALBANK / 5.50 15/ 1/1983	143	2.96 / 1.99	8.88 / 10.43	6.81	100	180C / 1981	.94 / 1967
15 / 9.6	1971 / 98.75	NORGES KOMMUNALBANK / 7.75 15/ 3/1986	145	6.12 / 3.24	9.34 / 10.47	8.35	101	120C / 1981	1.10 / 1974

Advertisement

11th FEBRUARY 1980

WestLB Euro-Deutschmarkbond Quotations and Yields

Issue	Middle Price	Current Yield	Life*	Yield to Maturity*	Repayment D-mandatory drawing by lot at par S-sinking fund P-purchase fund
8% ADELA 76/83	97.25	8.23	3.17	9.02	1. 4.83
7¼% ADELA 77/82 PP	95.00	7.63	2.37	9.67	16. 6.82
7% ADELA 77/82 PP	94.50	7.41	2.50	9.54	1. 8.82
6% AEG 66/81	98.75	6.08	1.00	7.34	1. 2.72—81D
7¾% African Dev. Bank 79/86	94.00	8.24	6.33	9.02	1. 6.86
8% African Dev. Bank 79/87	98.00	8.16	7.74	8.35	1.11.87
6½% Airport Paris 69/84 PP (G)	85.50	6.21	2.53	8.54	1. 3.75—84D
9% AKZO 75/82 PP	101.00	8.91	2.00	8.44	1. 2.82
7¾% AKZO 76/83 PP	98.25	7.89	3.33	8.35	1. 6.83
6% AKZO 78/84 PP	89.75	6.69	4.17	9.05	1. 4.84
6½% AKZO 79/86 PP	89.00	7.30	6.08	8.92	1. 3.86
8¼% Alusuisse Int'l 75/83	102.25	8.07	2.48	7.19	1. 8.81—83D
5½% American Expr. Int'l 79/87	86.75	6.34	6.96	8.06	15. 1.87
6¾% AMEX Int'l 77/84 PP	93.25	7.24	4.17	8.74	1. 4.84
10% A.P.E.L. 74/81 (G)	105.25	9.50	1.33	5.75	1.12.77—81D
7¾% ARBED Finance 76/83 PP	97.00	7.99	3.75	8.70	1.11.83
6¾% ARBED Finance 77/87	90.25	7.48	7.33	8.58	1. 6.83—87S
7½% ARBED Finance 79/86 PP	95.75	7.83	6.67	8.34	1.10.86
8¾% Ardal-Sunndal 75/81 PP	100.00	8.75	1.42	8.08	1. 7.81
6¾% Ardal-Sunndal 77/89 PP	89.25	7.56	5.69	9.25	1. 7.82—89D
7½% Argentine 77/84	91.50	8.20	4.67	9.84	1.10.84
6½% Argentine 78/85	88.00	7.39	5.08	9.59	1. 3.85
6½% Argentine 78/88	85.00	7.65	6.86	9.64	1.11.84—88D
7½% Argentine 79/89	91.00	8.24	9.25	8.96	1. 5.85—89S
7% Asian Dev. Bk. 69/84	99.50	7.04	4.58	7.25	1. 9.75—84S
8½% Asian Dev. Bk. 75/80 PP	99.50	8.54	0.79	9.10	16.11.80
8% Asian Dev. Bk. 76/82	99.50	8.04	2.08	8.26	1. 3.82
7¾% Asian Dev. Bk. 76/83 PP	99.00	7.83	3.17	8.10	1. 4.83
7% Asian Dev. Bk. 77/85	94.65	7.40	5.17	8.31	1. 4.85
5½% Asian Dev. Bk. 78/88	82.50	6.67	8.25	8.53	1. 5.88
7¼% Asian Dev. Bk. 79/89	92.25	7.86	9.50	8.46due	1. 8.89
9½% ASKO 75/80 PP	100.25	9.48	0.17	7.63	1. 4.80
7½% Aumar 73/88 (G)	99.25	7.56	3.75	7.88	1. 2.79—88D
9% Aumar 76/84 (G)	108.25	8.38	2.45	8.84	15. 8.77—84S
7¾% Aumar 77/84 (G)	97.25	7.96	4.42	8.47	1. 7.84
6½% Australia 67/82	99.85	6.51	2.75	6.55	1.11.73—82S
6¾% Australia 68/83	99.95	6.75	3.50	6.88	1. 8.74—83S
6½% Australia 69/84	99.75	6.52	4.00	6.68	1. 2.75—84S
7¼% Australia 69/84	100.75	7.20	2.68	7.05	1.11.75—84S
7% Australia 72/87	99.25	7.05	7.00	7.14	1. 2.78—87S
10% Australia 74/80	101.00	9.90	0.67	8.26	1.10.80
9% Australia 75/82	103.75	8.67	2.00	6.93	1. 2.82
8¼% Australia 75/82 I PP	101.50	8.13	2.17	7.45	1. 4.82
8¼% Australia 75/82 II PP	100.75	8.19	2.25	7.84	1. 5.82
7¼% Australia 76/83	101.75	7.13	3.08	6.60	1. 3.83
5¼% Australia 77/82 PP	93.50	5.61	2.67	8.03	1.10.82
5¾% Australia 77/89	87.75	6.55	9.75	7.57	1.11.85—89S
6% Australia 78/88	90.75	6.61	8.58	7.49	1. 9.88
6¾% Austr. Ind. Dev. Corp. 72/87	97.00	6.96	4.06	7.62	1.11.78—87D
8% Austr. Ship. Com. 76/83 PP (G)	100.50	7.96	3.58	7.81	1. 9.83
7% Rep. of Austria 66/82	100.00	7.00	2.17	7.12	1. 4.73—82S
6½% Rep. of Austria 69/83	98.00	6.63	3.17	7.34	1. 4.75—83S
9¾% Rep. of Austria 74/80 PP	100.25	9.73	0.75	9.27	1.11.80
9¾% Rep. of Austria 74/81 PP	101.25	9.63	1.83	8.95	1.12.81
8¼% Rep. of Austria 75/81 PP	99.50	8.29	1.33	8.60	1. 6.81
8¾% Rep. of Austria 75/82 PP	100.75	8.68	1.66	9.32	1. 4.79—82D
9% Rep. of Austria 75/83	104.75	8.59	3.00	7.18	1. 2.83
8¾% Rep. of Austria 75/83 PP	100.75	8.68	2.14	8.33	1. 4.78—83D
8½% Rep. of Austria 75/87	99.90	8.51	7.25	8.51	1. 5.78—87S
7¾% Rep. of Austria 76/86	100.50	7.71	4.71	7.60	2. 5.83—86S
6¾% Rep. of Austria 77/85	96.00	7.03	5.17	7.71	1. 4.83—85S
7% Rep. of Austria 77/87 PP	95.50	7.33	4.84	8.16	1. 1.83—87D
6¾% Rep. of Austria 77/87 PP	94.50	7.14	7.00	7.80	1. 2.84—87D
6% Rep. of Austria 77/87 PP	87.25	6.88	6.02	8.99	1. 9.84—87D
5¾% Rep. of Austria 78/88 PP	86.50	6.65	6.37	8.57	15. 7.84—88D
5¾% Rep. of Austria 78/90	85.25	6.74	10.75	7.82	1.11.85—90D
6¾% Rep. of Austria 79/84 PP	97.00	6.96	4.58	7.53	1. 9.84
7% Rep. of Austria 79/87 PP	95.75	7.31	7.58	7.75	1. 9.87
6¼% Rep. of Austria 79/89 PP	89.50	6.98	6.38	8.45	1. 2.84—89D
7¼% Rep. of Austria 79/89 PP	97.00	7.47	9.58	7.69	1. 9.89
7% Autopistas Cataluna 78/85 PP	93.00	7.53	4.96	8.80	16. 1.85
7¼% Autopistas Espanola 69/84 (G)	97.20	7.46	4.42	8.17	1. 7.73—84S
8% Autopistas Espanola 71/86 (G)	99.25	8.06	3.51	8.41	1.10.77—86D
6¾% Autopistas Espanola 72/87 (G)	94.75	7.12	3.96	8.34	1.10.78—87D
7¼% Autopistas Espanola 79/85 PP (G)	96.50	7.51	5.08	8.11	1. 3.85
7¼% Banco N. Desarrollo 79/86 (G)	89.80	8.07	6.08	9.53	1. 3.86
8% Banco N. Obras 71/86 (G)	99.50	8.04	6.75	8.26	1.11.77—86S
9% Banco N. Obras 76/81 (G)	102.25	8.80	1.58	7.39	1. 9.81

WestLB SD Certificates (Schuldschein-Index)

5 years maturity: 8.20%

Issue	Middle Price	Current Yield	Life*	Yield to Maturity*	Repayment
7¼% Banco N. Obras 77/82 PP (G)	97.50	7.44	2.54	8.35	15. 8.82
7% Banco N. Obras 77/82 PP (G)	96.50	7.25	2.71	8.48	16.10.82
7% Banco N. Obras 77/84 (G)	94.25	7.43	4.67	8.53	1.10.84
5¾% Bk. America Overs. Fin. 78/90	86.25	6.67	10.75	7.67	1.11.90
6% Bank of Tokyo 79/88 PP	92.00	6.52	6.00	7.72	1. 2.86
7½% Banque Ext. Algerie 77/83	95.50	7.85	3.71	8.96	15.10.81—83D
7¼% Banque Ext. Algerie 78/85	90.00	8.06	4.72	9.98	1.11.83—85D
7¼% Banque Nat. Algeria 78/83	93.00	7.80	3.08	9.99	1. 3.83
6¾% Barclays Overs. Inv. 79/89	91.00	7.42	9.24	8.17	1. 5.89
8% Barlow Rand. Inv. 78/82 I PP	98.00	8.16	2.53	8.88	15. 8.82
8% Barlow Rand Inv. 78/82 II PP	98.00	8.16	2.62	8.86	15. 8.82
6% BASF 65/80	99.25	6.05	0.67	7.12	1.10.71—80D
7½% BEC Finance 76/83 PP	98.50	7.61	3.75	7.96	1.11.83
8% Beecham Fin. 76/83	100.25	7.98	3.75	7.90	1.11.83
8¾% Bergen 75/85	102.25	8.56	3.17	7.90	1. 5.81—85D
7¼% Bergen 77/89	95.00	7.63	4.73	8.58	1. 2.81—89S
8¼% BFCE 75/83 (G)	100.60	8.20	2.39	7.93	1. 7.81—83S
8¼% BFCE 76/84 (G)	100.75	8.19	3.39	7.96	1. 7.82—84S
7% BFCE 77/87 (G)	95.00	7.37	7.00	7.96	1. 2.83—87S
5¾% BFCE 78/88 (G)	86.00	6.69	7.86	8.21	15. 1.86—88S
7¾% BFCE 80/87 (G)	99.25	7.81	6.96	7.89	15. 1.87
8¼% BFCE 80/95 (G)	97.37	8.34	14.96	8.44	15. 1.88—95S
8½% BNDE 77/87	88.75	8.61	4.54	8.83	1. 4.83 (82-87)
6¾% BNDE 78/86	85.25	7.92	6.08	10.11	1. 3.86
9% Borregaard 75/81 PP	100.00	9.00	1.25	8.94	1. 5.81
6½% Borregaard 77/84 PP	92.50	7.03	4.67	8.50	1.10.84
8½% Brascan Int'l 73/88	99.90	8.51	8.67	8.50	1.10.79—88S
6¾% Brazil 72/87	93.50	7.22	7.67	7.90	1.10.78—87S
8¾% Brazil 76/86	99.75	8.77	6.67	8.78	1.10.82 (80.86)
7¾% Brazil 77/84	95.50	8.12	4.25	9.05	1. 5.84
6¾% Brazil 78/85	87.80	7.68	5.00	9.97	1. 2.85
7¼% Brazil 79/87	86.25	8.41	6.92	10.10	1. 1.87
8% Brazil 79/87	93.25	8.58	7.50	9.27	1. 8.87
6¾% Brenner 68/83 (G)	99.00	6.82	3.50	7.20	1. 8.74—83S
5½% British Petrol 65/80	99.50	5.53	0.33	6.94	1. 6.80
5¾% Bruxelles-Lambert 77/84 PP	91.00	6.32	4.87	8.05	15.12.84
8½% Burmah Oil 70/85	101.50	8.37	3.14	8.10	1.11.78—85D
4¾% Canada 76/83	92.00	5.16	3.30	7.56	20. 5.83
5% Canada 76/84	92.75	5.39	4.27	7.01	10. 5.84
6% Carlsberg-Tuborg 77/87PP	87.00	6.90	7.83	8.32	1.12.85—87D
8½% C.C.C.E. 75/85 (G)	101.50	8.37	3.09	7.92	1. 4.81—85D
8½% C.C.C.E. 76/86 (G)	101.75	8.35	4.87	8.03	1. 7.83—86D
7% C.C.C.E. 77/89 (G)	94.50	7.41	9.17	7.86	1. 4.81—89D
5½% C E C A 65/83	96.10	5.72	2.14	7.52	1. 4.71—83D
7¼% C E C A 71/86	99.50	7.54	3.64	7.65	1. 5.77—86D
6½% C E C A 72/87	95.00	6.84	3.71	8.09	1. 7.78—87D
7% C E C A 72/88	96.00	7.29	4.21	8.15	2. 1.79—88D
6½% C E C A 73/88	93.35	6.96	4.46	8.34	1. 4.79—88D
7¾% C E C A 73/88	122.00	6.35	4.66	2.67	1.11.79—88D
10% C E C A 74/81PP	102.50	9.76	1.58	8.19	1. 9.81
9¾% C E C A 74/81	103.00	9.47	1.83	7.90	1.12.81
8% C E C A 75/80PP	99.00	8.08	0.63	9.24	1.12.80
8½% C E C A 75/82PP	99.75	8.52	2.08	8.62	1. 3.82
8% C E C A 75/82	99.50	8.04	2.87	8.19	16.12.82
8½% C E C A 75/85	102.75	8.27	3.09	7.46	1. 4.78—85D
8% C E C A 76/81PP	98.75	8.10	1.87	8.73	15.12.81
7¾% C E C A 76/83	100.60	7.71	3.67	7.57	1.10.83
7¾% C E C A 76/86	99.10	7.82	4.59	7.97	1.10.82—86D
6% C E C A 78/88	86.00	6.98	8.75	8.31	1.11.88
5¾% C E C A 78/90	82.10	6.39	7.96	8.42	1. 4.85—90D
6% C E C A 78/90PP	87.00	6.90	6.78	8.60	1. 8.83—90D
7% C E C A 79/91	91.75	7.63	8.55	8.38	15. 4.84—91D
7¾% CECA 80/90	97.12	8.11	9.92	8.31	2. 1.90
7¾% C.E.D. South Africa 78/82 PP (G)	87.50	7.95	2.47	8.88	20. 7.82
6¼% CERGA 73/81PP	97.75	6.65	1.17	8.57	1. 4.81
7% CESP 77/87 (G)	91.50	7.65	7.75	8.53	1.11.83 (82.87)
6½% Charter Cons. Overs. 68/83	99.00	6.57	0.17	13.01	1.10.72—83S
6% Chase Manhattan Ov. 78/93	87.00	6.90	13.58	7.56	1. 9.84—93S
7% Chrysler 69/84	93.60	7.48	4.42	8.97	1. 7.75—84S
6¾% CIBA-GEIGY ex. w. 75/85PP	96.00	7.03	5.67	7.63	1.10.85
6½% C.N. Autoroutes 69/84 (G)	95.50	6.81	2.53	8.54	1. 3.75—84D
6½% C.N. Energie 69/84PP (G)	96.00	6.77	2.45	8.37	1. 2.75—84D
6½% C.N. Telecom. 68/83 (G)	97.85	6.64	3.75	7.16	1.11.74—83S
8½% C.N. Telecom. 70/85 (G)	102.00	8.33	3.06	7.90	1.10.76—85S
7¼% C.N. Telecom. 76/83 (G)	98.50	7.36	3.21	7.78	16. 4.83
6¼% C.N. Telecom 79/87 (G)	90.00	6.94	7.08	8.16	1. 3.87
7⅞% C.N. Telecom. 79/87PP (G)	99.00	7.95	7.87	8.05	16.12.87
7¾% Comalco 71/86	98.75	7.85	6.33	8.16	1. 6.77—86S
7% Com. Fed. Electr. 77/82 PP	95.00	7.37	2.58	9.23	1. 9.82
8% Com. Fed. Electr. 77/84	98.25	8.14	4.33	8.48	1. 6.84
7¼% Com. Fed. Electr. 77/85	94.50	7.67	4.20	8.88	1.11.82—86D
6¾% Com. Fed. Electr. 78/88	90.50	7.46	6.08	8.83	1. 4.84—88D
5% Commerzbank Int'l 79/84 PP	91.50	5.46	3.92	7.59	1. 1.84
4¾% Comp. F. Deutsche Bk. 76/83 PP	90.25	4.85	3.25	7.88	1. 5.83
5% Comp. F. Deutsche Bk. 76/84 PP	92.00	5.43	3.92	7.42	1. 1.84
8½% Comp. Franc. Petr. 75/85	100.50	8.46	2.86	8.27	1. 5.80—85S
6½% Comp. Franc. Petr. 77/84	95.00	6.84	4.42	7.87	1. 7.84
8½% Consorzio 70/91 (G)	100.75	8.44	5.53	8.50	1. 1.77—91D
5¾% Copenhagen 64/84	94.75	6.07	4.87	7.08	15.12.70—84D
7% Copenhagen 68/83	99.85	7.01	3.25	7.17	2. 5.72—83S
6¾% Copenhagen 69/84	99.55	6.78	4.33	6.99	1. 6.75—84S
7¾% Copenhagen 71/86	99.50	7.79	6.17	8.00	1. 4.77—86S
7½% Copenhagen 76/86	97.00	7.73	6.83	8.08	1.12.81—86S
6% Copenhagen 78/90	83.75	7.16	10.75	8.34	1.11.81—90S
6½% Council of Europe 73/81PP	98.25	6.62	1.25	7.99	1. 5.81
7% Council of Europe 73/88	93.50	7.49	4.13	8.93	1. 7.79—89D
9½% Council of Europe 75/82PP	101.50	9.36	2.00	8.65	1. 2.82
8½% Council of Europe 76/83	102.00	8.33	1.58	7.38	1. 2.79—83D
7¾% Council of Europe 76/83	99.75	7.77	1.70	7.88	1. 5.80—83D
7% Council of Europe 76/83	96.75	7.24	3.83	8.01	1.12.83
6¼% Council of Europe 77/87	88.75	7.04	5.67	8.85	1.11.83—87D
6¼% Council of Europe 78/86PP	90.00	6.94	6.42	8.31	1. 7.86
6¼% Council of Europe 78/88	86.50	7.08	6.21	9.05	16. 5.84—88D
6¼% Council of Europe 78/88 II	89.00	7.02	8.75	8.04	1.11.84—88D
6¼% Council of Europe 78/88 III	89.25	7.00	6.67	8.41	1.11.84—88D
7¼% Council of Europe 79/89	94.35	7.68	6.09	8.48	1. 5.83—89D
7½% Council of Europe 79/89	95.05	7.89	7.59	8.40	1.10.85—89D
7⅞% Council of Europe 79/84	97.00	8.12	9.91	8.32	1.11.85—84D
6½% Courtaulds Int'l. 72/87	93.50	6.95	7.42	7.67	1. 7.80—87S
6% Credit National 77/87 (G)	88.85	8.76	7.67	7.99	1.10.83—87S
5¾% Credit National 78/83PP (G)	93.50	8.15	3.58	7.88	1. 9.83
6½% Credit National 78/89 (G)	89.75	7.24	7.13	8.47	16. 4.85—89D
9% CVRD 76/84	101.35	8.88	2.57	8.47	1. 2.81 (82-84)
8½% CVRD 76/86	99.25	8.56	6.83	8.64	1.12.82 (83-86)
8% Daimler-Benz 70/85	105.00	7.62	3.16	6.32	1.11.76—85D
5½% Daishowa Paper 78/83PP	90.00	6.11	3.50	8.93	1. 8.83
6% Danish Export 77/82PP	96.00	6.25	1.72	8.57	1.11.78—82D
5¾% Danish Export 78/83PP	95.50	6.02	1.78	8.55	1. 6.78—83D
8¼% Den Danske Bk. 76/86	99.00	8.33	6.75	8.44	1.11.82—86S
6½% Denmark 68/80PP	98.00	6.63	0.67	9.87	1.10.72—80D
7% Denmark 69/84	98.75	7.09	4.50	7.47	1. 8.75—84S
6¾% Denmark 72/87	97.10	6.95	7.83	7.24	1.12.78—87S
9¼% Denmark 74/89	102.00	9.07	5.00	8.73	1. 3.80—89S
8¼% Denmark 76/82	100.00	8.25	2.00	8.25	1. 2.82
8% Denmark 76/82	99.75	8.02	2.58	8.08	1. 9.82
6¾% Denmark 77/83	94.75	7.12	3.29	8.63	16. 5.83

WestLB QUOTATIONS AND YIELDS

"Life" and "Maturity" appear in years and decimals of years and are—in this context—calculated as follows:
—to final maturity in case of a lump-sum repayment
—to final maturity in case of a sinking fund issue, whenever the quoted price is below 100
—to average life in case of a sinking fund issue, whenever the quoted price is above 100
—to average life in case the bond issue provides for mandatory drawings by lot at par only
PP—Private Placement (the smallest denomination may be larger than the usual DM 1,000 of public issue)

Issue	Middle Price	Current Yield	Life*	Yield to Maturity*	Repayment D-mandatory drawing by lot at par S-sinking fund P-purchase fund
7¼% Denmark 77/87	93.50	7.75	7.29	8.47	16. 5.87
5¼% Denmark 78/84	90.00	5.83	4.00	8.23	1. 2.84
6% Denmark 78/88	85.15	7.05	8.00	8.65	1. 2.88
5¾% Denmark 79/85	89.00	6.46	6.00	8.54	1. 2.85
6½% Denmark 79/89	87.25	7.45	9.00	8.59	1. 2.89
7⅞% Denmark 80/86	97.75	8.06	6.00	8.37	1. 2.86
8¼% Denmark 80/92	98.55	8.37	12.00	8.45	1. 2.92P
6¾% Den Norske Ind. 77/89 (G)	93.50	7.22	4.49	8.54	1. 6.80—89D
6% Den Norske Ind. 78/90 (G)	88.00	6.82	6.54	8.45	1. 5.83—90D
6½% District Paris 69/84 (G)	97.50	6.67	4.17	7.21	1. 4.75—84D
7¼% EEC 76/83	99.95	7.25	3.17	7.26	1. 4.83
7% Eletrobras 77/87 (G)	92.75	7.55	7.58	8.31	1. 8.83(83-87)
6¾% Eletrobras 78/88 (G)	85.50	7.89	8.17	10.00	1. 4.88
7% Eletrobras 78/87 (G)	86.25	8.12	7.00	9.81	1. 2.87
5¾% Elf Aquitaine 78/88	85.00	8.18	7.28	8.05	15. 5.86—88D
5¾% Elf Norge 77/80 PP	99.35	5.79	0.21	9.33	due 16. 4.80
5¾% Elkem 78/88 PP	86.50	6.65	6.25	8.62	1. 6.84—88D
6% ENEL 65/80 (G)	99.25	6.05	0.42	8.00	1. 7.80
6¾% Ericsson 72/87	97.50	6.92	7.08	7.21	1. 3.78—87S
8¾% ESAB 76/81 PP	100.00	8.75	1.00	8.75	1. 2.81
6½% ESCOM 65/80 (G)	99.50	6.53	0.67	7.22	1.10.71—80D
6½% ESCOM 68/83 (G)	95.25	6.82	2.11	9.04	1.10.74—83D
8½% ESCOM 70/85 (G)	101.30	8.39	3.09	7.99	1. 4.76—85D
8% ESCOM 71/86 (G)	100.50	7.96	3.47	7.98	1. 3.77—86D
6¼% ESCOM 72/87 (G)	91.00	6.87	3.86	9.10	1. 9.78—87D
7% ESCOM 73/88 (G)	92.50	7.57	4.52	9.08	1. 5.79—88D
9¼% ESCOM 75/80 (G)	100.00	9.25	0.50	9.04	1. 8.80
8% ESCOM 76/81 I PP (G)	97.50	8.21	0.96	10.87	15. 1.80—81D
8% ESCOM 76/81 II PP (G)	97.50	8.21	1.00	10.77	1. 2.80—81D
8¼% ESCOM 78/81 PP (G)	98.50	8.38	1.00	9.90	1. 2.81
8% ESCOM 78/84 PP (G)	96.00	8.33	4.75	9.06	1.11.84
8¾% ESCOM 79/84 I PP (G)	98.00	8.93	4.50	9.29	1. 8.84
8¾% ESCOM 79/84 II PP (G)	98.00	8.93	4.50	9.29	1. 8.84
7¾% ESTEL 73/88	98.20	7.89	8.50	8.04	1. 8.79—88S
8½% ESTEL 75/85	100.85	8.43	3.66	8.20	1. 6.81—85S
8½% ESTEL 76/83 PP	98.50	8.63	3.08	9.07	1. 3.83
6½% ESTEL 77/84 PP	90.50	7.18	4.75	9.03	1.11.84
6¼% ESTEL 77/84 PP	92.00	6.79	3.81	8.60	1.12.82—84D
6¼% ESTEL 78/85 PP	90.00	6.94	5.67	8.54	1.10.85
7¾% ESTEL 79/86 PP	95.00	8.16	6.50	8.77	1. 8.86
8⅛% ESTEL 79/86PP	98.25	8.27	6.87	8.46	15.12.86
5¾% Euratom 77/87	85.75	6.71	7.75	8.31	1.11.87
6¾% Euratom 79/91 PP	89.50	8.98	7.31	8.22	8. 2.84—91D
6% Eurofima 65/80	99.25	6.05	0.83	6.92	1.12.66—80D
6½% Eurofima 67/83	100.00	6.50	2.04	6.47	1. 9.71—83D
6¼% Eurofima 72/87	95.00	6.58	3.89	7.77	1. 9.76—87D
6½% Eurofima 73/88	94.00	6.91	4.38	8.16	1. 3.77—88D
8% Eurofima 73/88	100.75	7.94	4.42	7.77	1.10.77—88D
8% Eurofima 76/83	102.50	7.80	3.00	7.05	1. 2.83
6¾% Eurofima 77/87 PP	95.75	7.05	4.92	7.82	1. 2.83—87D
5½% Eurofima 78/88	86.25	6.38	5.42	8.80	15. 2.84—88D
5½% Eurofima 78/88 PP	85.00	6.47	7.20	8.35	1.11.85—88D
6½% Eurofima 79/89	93.10	6.98	6.92	7.83	1. 2.85—89D
7% Eurofima 79/84 PP	99.25	7.05	4.67	7.18	1.10.84
7¼% Eurofima 79/87 PP	98.75	7.47	7.67	7.59	1.10.87
7⅞% Eurofima 80/88PP	99.50	7.91	7.96	7.96	15. 1.88
6% Europ. Inv. Bank 69/84	95.00	6.32	2.53	8.39	1. 3.75—84D
7% Europ. Inv. Bank 69/84	98.00	7.14	2.67	7.99	1.11.75—84D
8% Europ. Inv. Bank 70/80	99.80	8.02	0.25	8.92	due 2. 5.80
7½% Europ. Inv. Bank 71/86	100.00	7.50	3.48	7.64	1. 3.77—86D
7¾% Europ. Inv. Bank 71/86	99.50	7.79	3.52	7.90	1.10.77—86D
6½% Europ. Inv. Bank 72/87	95.25	6.82	3.93	7.95	1. 3.78—87D
6% Europ. Inv. Bank 72/87	92.00	6.52	3.87	8.49	1. 9.80—87D
6¾% Europ. Inv. Bank 73/88	95.25	7.09	8.00	7.56	1. 2.79—88S
7% Europ. Inv. Bank 73/88	95.00	7.37	8.42	7.82	1. 7.79—88S
10% Europ. Inv. Bank 74/81PP	100.75	9.93	1.58	9.39	1. 9.81
8% Europ. Inv. Bank 75/80	100.00	8.00	0.83	7.95	1.12.80
9½% Europ. Inv. Bank 75/83	102.00	9.31	1.89	8.30	1. 1.81—83D
8% Europ. Inv. Bank 76/83	101.10	7.91	1.87	7.31	1. 7.80—83D
7¾% Europ. Inv. Bank 76/83PP	99.00	7.83	3.67	8.05	1.10.83
6¾% Europ. Inv. Bank 76/94	96.75	6.98	3.29	7.90	1.12.81—84D
6% Europ. Inv. Bank 77/89	89.75	6.69	5.79	8.29	1. 8.82—89D
6% Euorp. Inv. Bank 78/88 I PP	85.00	7.06	8.50	8.54	1. 1.88
6% Europ. Inv. Bank 78/88 II PP	85.00	7.06	8.79	8.48	15.11.88
5¼% Europ. Inv. Bank 78/90	81.60	6.43	7.88	8.55	1. 3.85—90D
6% Euorp. Inv. Bank 78/90	84.50	7.10	10.67	8.23	1.10.90P
7½% Europ. Inv. Bank 79/89PP	95.00	7.89	9.33	8.28	1. 6.89
7⅝% Europ. Inv. Bank 79/89PP	96.25	7.92	9.50	8.20	1. 8.89
6½% Euorp. Inv. Bank 79/91	88.00	7.39	10.92	8.20	1. 1.91P
8¼% Europistas 71/86 (G)	101.00	8.17	3.39	8.06	1. 2.77—86D
8% Europistas 72/87 (G)	101.00	7.92	3.77	7.83	1. 1.78—87D
7½% Fin Inst. f. Dan. Ind. 76/81PP	99.00	7.58	1.83	8.08	1.12.78—81S
7% Finland 68/83	98.00	7.14	1.78	8.39	1. 6.72—83D
6¾% Finland 68/83	96.00	7.03	2.28	8.90	1.12.72—83D
7% Finland 69/84	96.25	7.27	2.70	8.76	1. 5.73—84D
7½% Finland 69/84	98.00	7.65	2.58	8.54	1.10.73—84D
7% Finland 72/87	97.40	7.19	7.17	7.61	1. 4.78—87S
8% Finland 76/84	98.50	8.12	4.33	8.41	1. 1.61—84S
5½% Finland 78/83PP	91.00	6.59	3.83	8.86	1. 2.83
6% Finland 78/83	91.00	6.69	3.83	8.86	1.12.83
5¾% Finland 78/86	87.00	6.61	6.00	8.61	1. 2.86
8% Finland 79/86	98.75	8.10	6.87	8.24	16. 12.88
7½% Finn. Kommunal 69/81 (G)	98.30	7.63	1.32	9.07	1.12.72—81D
8% Finn. Kommunal 71/83 (G)	99.50	8.04	1.70	8.47	2. 5.76—83D
8¼% Forsmarks 75/83 (G)	100.50	8.21	1.87	7.91	1. 7.80—83D
5¾% Forsmarks 78/90 (G)	86.50	6.65	6.24	8.64	16. 1.83—90D
7½% Francetel 76/83 (G)	99.50	7.54	3.71	7.64	16.10.83
6¾% Francetel 77/84PP (G)	95.00	7.11	4.17	8.20	1. 4.84
7% Fuji Heavy 76/81PP	97.25	7.20	1.83	8.66	1.12.81
9¼% Gen. Zbk. Vienna 75/82PP	101.00	9.16	2.08	8.69	1. 3.82
8½% Gen. Zbk. Vienna 76/83PP	100.50	8.46	2.49	8.27	1. 2.82—83D
6% Gen. Zbk. Vienna 77/87	89.00	6.74	5.75	8.49	1.12.83—87D

Issue	Middle Price	Current Yield	Life*	Yield to Maturity*	Repayment
9¼% Giroz. Vienna 74/80PP	100.50	9.70	0.83	9.03	1.12.80
7% Giroz. Vienna 76/81	97.75	7.16	1.75	8.40	1.11.81
7¼% Giroz. Vienna 76/83	97.50	7.44	3.75	8.03	1.11.83
5½% Giroz. Vienna 77/82	93.50	5.88	2.67	8.30	1.10.82
5¾% Giroz. Vienna 78/86PP	86.50	6.65	6.67	8.47	1.10.86
6⅞% Giroz. Vienna 79/84PP	95.50	7.20	4.54	8.08	16. 8.84
6% G. I. S. 78/83PP	94.00	6.38	3.08	8.28	1. 3.82—83D
7% Grand Metrop. Fin. 77/84	94.50	7.41	4.50	8.50	1. 8.81—84S
8% Guest-Keen-Nettl. 76/83	99.75	8.02	3.25	8.07	2. 5.83
6¾% Hamersley Iron 72/87	95.25	7.09	7.42	7.60	1. 7.78—87S
8% Hazama-Gumi 76/81 PP	99.50	8.04	1.33	8.35	1. 6.81
7% Helsinki 68/83	98.25	7.12	3.42	7.73	1. 7.72—83S
7% Hitachi Cable 77/82 PP	96.50	7.25	1.92	9.06	1. 1.82
5¾% Hitachi Shipbldg. 78/83	91.00	6.32	3.87	8.57	16.12.83
8¾% IAKW. Vienna 75/85 (G)	101.50	8.62	3.17	8.17	1. 5.80—85D
7¼% Iceland 69/84	99.00	7.32	4.25	7.87	1. 5.73—84S
7¾% Iceland 77/87	99.00	7.83	7.16	7.93	1. 4.80—87S
6½% ICI Int'l 72/92	93.00	6.99	12.08	7.39	1. 3.78—92S
7½% ICI Int'l 76/86	98.65	7.53	5.81	7.57	1.12.84—86D
6¾% ICI Int'l 77/87	95.50	7.07	5.70	7.75	1. 5.84—87D
8% ICIPU 71/91 (G)	97.85	8.18	5.50	8.67	1. 1.77—91D
8% Imatran Voima 72/87 (G)	99.00	8.08	6.92	8.36	1. 1.78—87S
7% Indonesia 78/84	93.50	7.49	4.67	8.74	1.10.84
7¾% Ind. Dev. C. South-Afr. 78/82 PP (G)	96.50	8.03	2.25	9.52	1. 5.82
8% Ind. Dev. C. South-Afr. 78/83 PP (G)	96.50	8.29	3.42	9.21	1. 7.83
6½% Industr. Bk. Japan 73/80 PP	99.00	6.57	0.33	9.48	due 1. 6.80
6½% Industr. Bk. Japan 73/81 PP	97.50	6.67	1.25	8.65	1. 5.81
5% Industr. Bk. Japan 78/84	89.10	5.61	3.92	8.37	1. 1.84
7⅜% Ind. Fund of Finland 79/87 PP	94.75	7.78	6.07	8.51	16. 9.84—87D
7½% Ind. Min. Dev. Iran 73/85	77.75	9.65	5.25	13.69	1. 5.77—85S
7¾% Ind. Min. Dev. Iran 77/87	78.50	9.87	7.42	12.31	1. 7.83—87S
7¼% Ind. Min. Dev. Iran 78/84	69.00	10.51	4.62	17.53	16. 9.84
6¾% Ind. Mtgebk. Finl. 68/80 (G)	98.50	6.85	0.75	9.03	1.11.73—80D
8% Ind. Mtgebk. Finl. 71/86 (G)	99.50	6.78	3.42	7.03	1.12.77—86D
7% Ind. Mtgebk. Finl. 72/87 (G)	94.50	7.41	3.69	8.97	1. 7.78—87D
6¾% Int. Am. Dev. Bank 68/83	99.50	6.78	3.42	7.03	1. 7.72—83S
7% Int. Am. Dev. Bank 69/84	99.50	7.04	4.50	7.26	1. 8.75—84S
8½% Int. Am. Dev. Bank 70/85	100.15	8.48	2.96	8.61	1. 9.76—85S
6¾% Int. Am. Dev. Bank 72/87 I	95.25	7.09	7.33	7.61	1. 6.78—87S
6¾% Int. Am. Dev. Bank 72/87 II	95.25	7.09	7.75	7.57	1.11.78—87S
8% Int. Am. Dev. Bank 76/83 PP	98.50	8.12	3.04	8.58	16. 2.83
8¼% Int. Am. Dev. Bank 76/83 PP	100.00	8.25	3.42	8.22	1. 7.83
7% Int. Am. Dev. Bank 77/87	94.90	7.38	6.92	7.98	1. 1.83—87S
6¼% Int. Am. Dev. Bank 78/88	87.40	7.15	7.92	8.50	1. 1.88
7¾% Int. Am. Dev. Bank 79/86	97.00	7.99	6.42	8.36	1. 7.86
8% Int. Am. Dev. Bank 79/89 PP	98.25	8.14	9.46	8.26	15. 7.89
8% Int. Am. Dev. Bank 80/88	98.62	8.11	8.00	8.24	1. 2.88
8⅝% Int'l Com'l Bank 73/83	96.50	8.99	1.78	8.92	1. 6.79—83D
8¼% Ireland 76/81	99.60	8.28	0.92	8.89	1. 1.81
7½% Ireland 79/87 PP	85.00	7.89	7.25	8.44	1. 5.87
8⅛% Ireland 80/88	98.40	8.26	7.82	8.41	1. 1.88
7¾% ISCOR 71/86 (G)	97.00	7.99	6.33	8.54	1. 6.77—86D
7% ISCOR 72/87 (G)	93.80	7.46	3.99	9.07	1. 4.78—87D
7% ISCOR 73/88 (G)	93.00	7.53	4.36	9.01	1. 3.79—88D
8½% ISCOR 73/88 (G)	99.25	8.56	4.47	8.69	1.11.79—88D
8¼% ISCOR 77/80 I PP (G)	99.00	8.33	0.82	9.82	16. 9.79—80D
8¼% ISCOR 77/80 II PP (G)	99.00	8.33	0.87	9.44	16.12.79—80D
7¾% ISCOR 78/82 PP (G)	97.50	7.95	1.66	9.42	1. 4.81—82D
8¼% ISCOR 78/84 PP (G)	97.25	8.48	4.71	8.97	16.10.84
7% Japan 68/83	99.85	7.01	3.08	7.18	1. 3.72—83S
7¼% Japan Dev. Bank 76/83 (G)	98.75	7.27	3.17	7.33	1. 4.83
8% Johannesburg 71/86 (G)	96.00	8.33	3.40	9.40	1. 9.77—86D
6¼% Johannesburg 72/87 (G)	90.65	6.89	3.85	9.22	1. 9.78—87D
7¾% Johannesburg 78/82PP (G)	97.00	7.99	2.25	9.26	30. 4.82
7¼% Jydsk Telefon 69/84	97.50	7.44	4.62	8.06	15. 9.75—84S
6¾% Jydsk Telefon 72/87	94.75	7.12	7.08	7.74	1. 3.78—87D
7¼% Jydsk Telefon 73/88	96.25	7.53	8.00	7.90	1. 2.79—88D
9% Jydsk Telefon 75/82PP	101.00	8.91	2.42	8.48	1. 7.82
6¾% Kansai Electric 69/84	97.75	6.91	4.06	7.53	1. 3.75—84S
7¼% Kansai Electric 71/86	89.60	7.78	6.25	7.82	1. 5.77—86S
6¾% KELAG 73/88	93.50	7.22	8.25	7.84	1. 5.79—88S
6¾% KHD Finance 72/87	97.05	6.96	7.26	7.28	2. 5.78—87S
7½% Kjobenhavns H. Bank 76/83PP	97.75	7.54	3.83	8.07	1.12.83
7½% Kjobenhavns Tel. 72/87	94.80	7.91	6.92	8.69	2. 1.78—87S
7% Kjobenhavns Tel. 72/87	92.75	7.55	7.25	8.38	1. 5.78—87S
6½% Kjobenhavns Tel. 73/88	88.50	7.34	8.17	8.50	1. 4.79—88S
5% Kim Royal Dutch Airl. 78/85PP	93.00	5.38	3.18	7.55	1. 5.79—85D
7% Kobe 68/83 (G)	100.30	6.98	1.79	6.93	1. 6.72—83S
6¾% Kobe 69/84 (G)	100.00	6.75	4.25	6.88	1. 5.73—84S
7¾% Kobe 71/86 (G)	100.00	7.75	6.00	7.75	1. 2.77—86S
6¾% Kobe 72/87 (G)	96.50	6.99	7.25	7.38	1. 5.78—87S
8¼% Kobe 75/80PP (G)	99.50	8.29	0.33	9.58	due 1. 6.80
7½% Kobe 76/83 (G)	98.50	7.61	3.33	8.01	1. 6.83
6½% Kobe 77/87 (G)	91.25	7.12	7.33	8.12	1. 6.87
5¾% Kobe 78/88 (G)	88.40	6.50	8.42	8.13	1. 7.86
7⅛% Kobe 79/89 (G)	85.25	7.48	9.87	7.83	1.10.89
8% Kommunl. Inst. 76/84	97.00	7.99	2.14	9.34	1. 4.81—83D
7¼% Kommunl. Inst. 76/83	98.50	8.12	4.71	8.38	15.10.77—84D
7¼% Korea Dev. Bank 77/84 (G)	92.00	7.88	4.83	9.37	1.12.84
5¼% Kubota Int'l. 77/82PP	94.50	5.56	2.32	7.92	1.12.81—82D
5¾% Kvaerner Ind. 78/86PP	94.00	6.12	6.02	7.00	1. 3.84—88D
8½% Light-Services 77/82 (G)	98.80	8.60	2.08	9.14	1. 3.82

Issue	Middle Price	Current Yield	Life*	Yield to Maturity*	Repayment D-mandatory drawing by lot at par S-sinking fund P-purchase fund
6¾% Light-Services 76/86 (G)	85.75	7.87	6.25	9.80	1. 5.86
8½% Light-Services 80/90 (G)	94.75	8.97	7.87	9.47	16. 1.86—90D
8¼% Lonza Int'l 75/80 PP	99.75	8.27	0.29	8.90	due 15. 5.80
6½% Lufthansa Int'l 79/86 PP	93.00	6.99	6.08	7.99	1. 3.86
7% Malaysia 72/84	98.50	7.25	2.25	8.75	1. 6.75—84D
9½% Malaysia 77/85	91.75	7.08	5.58	8.40	1. 9.85
9¼% Malmoe 75/84	101.00	9.16	2.45	8.78	1. 2.81—84D
8¼% Malmoe 76/83	99.55	8.29	2.06	8.48	1. 3.80—83D
6½% Manitoba 77/84	96.60	6.73	4.42	7.42	1. 7.84
6¾% Manit. Hydro El. 72/87	96.75	6.98	7.33	7.33	1. 6.78—87S
6¾% Megal Fin. Comp. 78/90	86.35	7.24	9.92	8.32	2. 1.85—90S
7% Megal Fin. Comp. 79/89	91.90	7.62	9.17	8.29	1. 4.87—89P
7% M E P C 73/88	94.70	7.39	4.54	8.44	1. 5.79—88D
7% Mexico 69/84	101.00	6.93	2.38	6.64	2. 1.73—84S
7¾% Mexico 73/88	98.00	7.40	7.92	7.59	1. 1.79—88S
9% Mexico 75/82	101.50	8.87	2.42	8.25	1. 7.82
8% Mexico 76/83	99.75	8.02	3.33	8.08	1. 6.83
7¾% Mexico 77/84	98.50	7.87	4.33	8.18	1. 6.84
6% Mexico 78/85	91.00	6.59	5.17	8.20	1. 4.85
6½% Mitsubishi Chemical 79/84	95.00	6.84	4.25	7.92	30. 4.84
5¾% Mitsubishi Petro 78/83	91.25	6.30	3.58	8.68	1. 9.83
7¾% Mitsui Toatsu 76/81PP	98.50	7.87	1.62	8.73	15. 9.81
9% MODO 75/83	100.75	8.93	1.78	8.48	1. 6.80—83D
7% Montreal 69/89	95.90	7.33	4.34	8.26	1. 4.70—89D
6% Montreal 72/92	88.75	6.76	6.02	8.45	1. 9.73—92D
6¾% Montreal 73/93	85.50	7.07	13.33	7.28	1. 6.74—93S
8½% Montreal 76/86	100.75	8.44	3.26	8.20	1. 7.77—86S
7% Montreal 77/87	94.25	7.43	7.46	8.04	16. 7.78—87S
7½% Mortg. Denmark 69/84 (G)	98.75	7.59	4.75	7.97	1.11.75—84S
7% Mortg. Denmark 73/88 (G)	94.00	7.45	8.42	8.00	1. 7.79—88S
6¾% Mortg. Bk. Finl. 69/84 (G)	97.75	6.91	4.47	7.52	1. 4.73—84S
8¾% Nafi. Mexico 76/83 PP (G)	100.50	8.71	3.83	8.58	1.12.83
7% Nafi. Mexico 77/82 PP (G)	95.00	7.37	2.58	9.33	1. 9.82
8¾% Nafi. Mexico 77/84 (G)	101.00	8.66	4.08	8.44	1. 3.84
8¾% Nafi. Mexico 77/84 PP (G)	100.00	8.75	4.08	8.74	1. 3.84
8¼% Nat. Bk. Hungary 75/81	99.00	8.33	1.41	8.97	1. 7.81
6½% Nat. Bk. Hungary 77/85	91.00	7.14	5.75	8.53	1.11.85
7% Net Nederl. Fin Maat 79/86 PP	97.50	7.18	6.67	7.48	1.10.86
8% Nat'l West. Bk. 73/88	99.25	8.06	8.67	8.11	1.10.79—88S
8% Nederl Gasunie 79/86	102.25	7.82	5.28	7.46	1.12.83—86D
6¾% New Brunswick 72/87	98.50	6.85	7.75	7.00	1.11.78—87S
7¼% Newfoundland 69/84	99.75	7.27	4.50	7.45	1. 8.75—84S
8% Newfoundland 71/86	100.15	7.99	3.35	7.92	1. 8.77—86S
6¾% Newfoundland 72/87	95.50	7.07	7.75	7.53	1.11.78—87S
6½% Newfoundland 73/88	94.00	6.81	8.17	7.50	1. 4.81—88S
6¾% New Zealand 69/84	99.75	6.77	2.46	6.98	1. 2.75—84D
7½% New Zealand 71/86	99.25	7.56	3.10	7.92	1. 5.77—86D
7% New Zealand 72/87	99.25	7.05	3.32	7.26	1. 2.78—87D
8¼% New Zealand 75/80 PP	99.87	8.26	0.42	8.36	1. 7.80
7½% New Zealand 76/83	99.50	7.54	3.08	7.68	1. 3.83
7¾% New Zealand 76/86	100.30	7.73	4.66	7.66	1.11.82—86D
6¼% New Zealand 77/84	96.70	6.46	4.25	7.17	1. 5.84
5¼% New Zealand 78/85	87.15	6.02	6.08	8.00	1. 3.86
6% New Zealand 79/86 PP	90.00	6.67	6.00	8.17	1. 2.86
6¼% New Zealand 79/87	91.65	6.82	6.92	7.86	1. 1.87
7¼% New Zealand 79/87	95.15	7.49	7.62	7.99	15. 9.87
8¼% New Zealand 79/84 PP	102.00	8.09	4.83	7.73	1.12.84
6¾% Nippon Housing Loan 79/84 PP	95.00	7.11	4.29	8.16	16. 5.84
6½% Nippon Kokan 79/84	94.00	6.91	4.17	8.25	1. 4.84
5¾% Nippon Steel 78/85	90.50	6.35	5.58	7.91	1. 9.85
8¾% Nippon T+T 75/82 (G)	102.25	8.56	2.08	7.53	1. 3.82
8¼% Nippon T+T 75/82 (G)	100.75	8.19	2.33	7.85	1. 6.82
7¾% Nippon T+T 76/83 (G)	100.50	7.71	3.67	7.57	1.10.83
5½% Nippon T+T 79/87 (G)	86.40	6.37	7.00	8.12	1. 2.87
5¾% Norcem 78/85	88.75	6.48	5.08	8.57	1. 3.85
7½% Norcem 79/86 PP	95.50	7.85	6.58	8.40	1. 9.86
5% Norddt. LB Int'l 78/84 PP	91.00	5.49	4.00	7.70	1. 2.84
6¼% Nordic Inv. Bank 79/86	89.75	6.96	5.92	8.52	1. 1.86
8½% Norges Komm. Bank 70/85 (G)	100.50	8.46	3.05	8.48	1.10.76—85S
8% Norges Komm. Bank 75/80 (G)	99.60	8.03	0.33	9.03	due 1. 6.80
8% Norges Komm. Bank 75/80 PP (G)	99.60	8.04	0.42	9.06	1. 7.80
7% Norges Komm. Bank 76/81 (G)	96.50	7.11	1.25	8.27	1. 5.81
7% Norges Komm. Bank 77/89 (G)	96.05	7.29	9.17	7.61	1. 4.80—89S
6% Norges Komm. Bank 77/89 I (G)	90.50	6.63	9.71	7.40	16.10.80—89S
6% Norges Komm. Bank 77/89 II (G)	90.55	6.63	9.83	7.38	1.12.80—89S
6% Norges Komm. Bank 78/90 (G)	89.75	6.69	10.50	7.43	1. 8.81—90S
6¼% Norges Komm. Bank 79/89 (G)	91.75	6.81	8.92	7.55	1. 1.84—89S
7¾% Norges Komm. Bank 79/89 PP (G)	96.50	7.64	9.54	7.90	16. 8.84—89S
7¾% Norges Komm. Bank 79/91 (G)	97.50	7.95	11.42	8.08	1. 7.84 91S
8¼% Norges Komm. Bank 79/94 (G)	100.75	8.19	10.05	8.13	16.12—85—94S
8½% Norpipe 76/84	101.65	8.36	2.62	7.78	1. 2.80—84S
8% Norpipe 76/88	100.75	7.94	5.72	7.82	1. 6.83—88S
6% Norpipe 77/89	87.50	6.88	9.75	7.88	1.11.84—89S
7¼% Norsea Gas 76/88	94.25	7.69	8.83	8.19	1.12.83—88S
7% Norsea Gas 77/89	91.75	7.63	9.42	8.29	1. 7.84—89S
9% Norsk Hydro 75/87	103.00	8.74	3.37	7.94	1. 3.80—87D
8% Norsk Hydro 76/88	99.75	8.02	8.17	8.04	1. 4.83—88S
6¾% Norsk Hydro 77/89	92.40	7.31	9.33	7.92	1. 6.82—89S
8¼% Norway 75/80PP	100.00	8.25	0.25	8.00	due 1. 5.80
8¼% Norway 75/80	99.75	8.27	0.33	8.80	due 1. 6 80
7¾% Norway 75/80	100.00	7.75	0.83	7.70	1.12.80
7% Norway 76/81	99.75	7.02	1.25	7.18	1. 5.81

Nutshell Survey

New issues of DM 1.695 mio. had to be paid for in January. New issue announcement pace remained brisk. Secondary market softened.

Issue	Middle Price	Current Yield	Life*	Yield to Maturity*	Repayment
7¼% Norway 76/81	100.00	7.50	1.42	7.45	1. 7.81
6½% Norway 77/82	98.10	6.63	1.92	7.59	1. 1.82
6¼% Norway 77/82	97.10	6.44	2.17	7.74	1. 4.82
5¾% Norway 77/82	94.75	6.07	2.50	8.13	1. 8.82
5¼% Norway 77/82	92.10	5.16	2.92	7.88	1. 1.83
4⅜% Norway 78/83	90.40	4.84	3.17	7.91	1. 4.83
4¾% Norway 78/83	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
6¼% Norway 79/85	95.00	6.58	4.17	7.69	1. 4.84
7½% Norway 80/84	98.60	7.61	4.96	7.85	15. 1.85
7¼% Norw. Mortgage 77/87	95.00	7.63	5.21	8.46	16. 5.83—87D
6% Norw. Mortgage 77/89	88.75	6.76	6.08	8.43	16.11.82—89D
7¾% Nova Scotia 71/86	100.75	7.69	3.69	7.65	1.12.77—86D
7% Nova Scot. Power 72/87	97.25	7.20	7.83	7.47	1.12.78—87S
6¾% Occident. Int. Fin. 78/90	89.25	7.56	10.83	8.29	1.12.85—90S
6½% Occident. Overs. 68/83	95.00	6.84	3.67	8.26	1.10.72—83S
6¾% Oester. Bundes-Sch. 68/80PP	99.50	6.78	0.33	8.42	due 1. 6.80
6% Oester. Donaukr. 59/84 (G)	99.00	6.96	2.46	6.55	1. 2.65—84D
6¾% Oester. Donaukr. 73/88 (G)	94.50	7.14	8.08	7.69	1. 3.79—88S
8¾% Oester. Draukr. 75/85 (G)	102.00	8.58	3.01	7.97	1. 3.81—85D
7% Oest. El. Wirtsch. 67/87 (G)	99.50	7.04	3.86	7.28	1. 2.73—87D
7% Oest. El. Wirtsch. 76/83PP (G)	96.75	7.24	3.87	8.00	16.12.83
5½% Oest. Ind. Verwaltung 78/85PP (G)	87.75	6.27	5.42	8.39	1. 7.85
6⅞% Oest. Inv. Kredit. 79/84PP	98.75	6.96	4.75	7.18	1.11.84
7% Oest. Kontrollbank 76/83PP (G)	95.00	7.37	3.83	8.57	1.12.83
6¾% Oest. Kontrollbank 77/84PP (G)	95.50	7.07	4.00	8.11	1. 2.84
6½% Oest. Kontrollbank 77/84PP (G)	94.00	6.91	4.42	8.15	1. 7.84
6¼% Oest. Kontrollbank 77/84PP (G)	91.50	6.83	4.50	8.59	1. 8.84
6% Oest. Kontrollbank 77/85PP (G)	90.00	6.67	5.75	8.24	1.11.85
5¾% Oest. Kontrollbank 78/84PP (G)	91.00	6.32	4.50	8.21	1. 8.84
6½% Oest. Kontrollbank 78/88 (G)	91.25	7.12	8.87	7.90	16.12.88
6% Oest. Kontrollbank 79/87PP (G)	88.50	6.78	7.00	8.23	1. 2.87
7⅜% Oest. Kontrollbank 79/89	96.00	7.68	9.66	7.97	1.10.89
8% Oest. Kontrollbank 79/84 PP (G)	101.50	7.88	4.83	7.61	1.12.84
7¾% Oest. Kontrollbank 79/86PP (G)	96.75	7.97	6.87	8.11	16.12.86
5½% Oest. Länderbank 77/82	93.75	5.87	2.83	8.04	1.12.82
6½% Ontario 69/84	99.75	6.52	2.46	6.72	1. 2.75—84D
6% Ontario 72/87	92.00	6.52	3.87	8.49	1. 9.80—87D
7½% Ontario Hydro 71/86	100.25	7.48	3.69	7.41	1.12.77—86D
6½% Ontario Hydro 72/87	94.75	6.86	3.63	8.21	1. 6.80—87D
6½% Ontario Hydro 73/88	94.75	6.86	4.38	7.98	1. 3.81—88D
5¼% Oslo 65/80	89.50	5.78	0.08	12.16	due 1. 3.80
7½% Oslo 69/84	99.50	7.54	2.67	7.86	1.11.75—84D
7½% Oslo 71/87	100.00	7.50	6.92	7.64	2. 1.78—87S
6¾% Oslo 73/90	95.00	7.11	10.42	7.45	1. 7.76—90S
9% Oslo 75/87	103.00	8.74	3.57	7.99	1. 3.78—87S
6¾% Papua 73/88	94.75	7.12	8.42	7.61	1. 7.79—88S
6¾% Parker-Hannifin 77/87 PP	90.00	7.50	5.25	9.22	1. 6.83—87D
7½% Parker-Hannifin 79/87 PP	95.50	7.85	6.42	8.42	1. 7.85—87D
8¾% Pemex 76/83	100.75	8.68	3.83	8.50	1.12.83
7% Pemex 77/84	94.00	7.45	4.58	8.62	1. 9.84
7% Pemex 78/86	92.00	7.55	5.92	8.61	1. 1.86
7% Petrobras 77/84	89.75	7.80	4.67	9.82	1.10.84
7% Petrobras 78/88	86.75	8.07	6.57	9.81	1.10.84—88D
8% Petrobras 79/89	92.50	8.65	7.58	9.41	1.10.85—89D
7¼% Philippine 77/84	92.60	7.84	4.75	9.26	1.11.84
6¾% Philippine 78/85	88.75	7.61	5.17	9.60	1. 4.85
8¾% Philips 75/81 PP	99.75	8.77	1.37	8.94	1. 4.81
8½% Philips 75/81 PP	99.50	8.54	1.21	8.90	15. 4.81
8¾% Philips 75/82	101.65	8.61	2.12	7.88	15. 3.82
5¾% PK-Banken 78/88	86.76	6.63	0.17	8.60	1. 5.84—88D
9¼% Platm. Malmoe 75/80 PP	100.00	9.25	0.25	8.93	due 1. 5.80
6% Postipankki 79/85 PP	96.00	6.25	3.46	6.79	1. 2.82—85D
7¼% Privatbk. Copenh. 77/83 PP	96.50	7.51	3.17	8.54	1. 4.83
6¼% Pyhrn Autobahn 77/89 (G)	89.00	7.02	6.97	8.39	1. 9.84—89D
6½% Quebec 72/87	93.75	6.93	3.70	8.52	1. 7.78—87D
7½% Quebec 77/87	96.00	7.81	7.00	8.28	1. 2.87
7¼% Quebec 77/87	94.40	7.68	7.33	8.29	1. 6.87
6% Quebec 78/90	86.40	6.94	7.63	8.48	1. 5.85—90D
6¾% Quebec Hydro El. 69/84	100.00	6.75	4.00	6.86	1. 2.75—84S
7¼% Quebec Hydro El. 69/84	98.25	7.38	2.50	8.19	1. 9.75—84D

WestLB Euro-Deutschmarkbond Yield Index

January 31, 1980: 8.27% **(December 28, 1979: 7.87%)**

Issue	Middle Price	Current Yield	Life*	Yield to Maturity*	Repayment
8% Quebec Hydro El. 71/86	101.00	7.92	3.43	7.81	1. 9.77—86D
6½% Quebec Hydro El. 72/87	93.25	6.97	4.00	8.55	1. 4.78—87D
6½% Quebec Hydro El. 73/88	93.35	6.96	3.81	8.61	1. 3.79—88D
6½% Quebec Hydro El. 77/87	93.00	6.99	7.54	7.75	16. 8.87P
6¼% Quebec Hydro El. 77/87	89.90	6.95	7.83	8.03	1.12.87P
8½% Queensland Alu. 70/85	101.00	8.42	3.13	8.29	1.11.76—85S
5¾% Rautaruukki 78/88 (G)	86.60	6.64	6.08	8.67	1. 4.84—88D
7⅜% Reed Paper 73/88	88.50	7.36	7.92	7.50	1. 1.79—88S
8½% Renfe 76/82 (G)	99.80	8.52	2.42	8.55	1. 7.82
8% Renfe 77/84 (G)	99.50	8.04	4.17	8.13	1. 4.84
7% Renfe 79/87 (G)	90.75	7.71	7.33	8.76	1. 6.87
5¼% Ricoh Comp. 78/83	90.90	5.78	3.50	8.37	1. 8.83
6¾% Roy Lease 79/84PP	97.00	6.96	4.67	7.52	1.10.84
7¾% SAAB 71/86	98.25	7.89	6.33	8.27	1. 6.77—86S
7½% Saga Petrokjemi 77/87 PP	96.00	7.81	7.42	8.23	1. 7.83—87S
7½% Sandvik 72/87	97.75	7.67	3.84	8.21	1. 2.78—87D
9¼% Sandvik 75/83	102.75	9.09	3.00	8.18	1. 2.83
7% Sanko Steamship 77/84	94.85	7.38	4.00	8.57	1. 2.84
9% S.A.P.L. 75/80 PP (G)	100.00	9.00	0.08	8.64	due 1. 3.80
6½% Shell Int'l 72/87	96.90	6.71	7.17	7.06	1. 4.78—87S
6¾% Shell Int'l 77/89	95.85	7.04	6.93	7.54	1. 2.85—89D
8¼% Ship. Co. New Zeal. 75/80 PP (G)	100.00	8.25	0.34	8.63	due 3. 6.80
7% Siemens Europe 66/81	100.00	7.00	1.75	6.97	1.11.70—81S
7% Singapore 72/82	98.00	7.14	2.42	8.08	1. 7.78—82S
6½% Singapore 77/83	93.25	6.97	3.25	8.97	1. 5.83
8½% Sira Kvina 70/85	100.35	8.47	2.71	8.52	1. 6.76—85D
6½% S.N.C.F. 68/83 (G)	97.25	6.68	3.67	7.37	1.10.72—83S
7½% Soc. Dev. Reg. 76/86 (G)	97.50	7.69	3.89	8.26	1. 4.80—86D
6¼% Soc. Dev. Reg. 77/92 PP (G)	87.90	7.14	8.04	8.45	16.12.83—92D
9% Soc. Mar. Fina 75/83 PP	98.50	9.05	1.85	9.26	1. 5.79—83D
6¼% Sorrento 79/84 PP	93.25	6.70	3.96	8.32	16. 1.84
6¾% South-Africa 69/84	99.25	6.80	4.17	7.08	1. 4.73—84S
8½% South-Africa 70/85	100.60	8.45	3.13	8.44	1.11.76—85S
7¾% South-Africa 71/86	99.50	7.79	6.75	8.00	1.11.77—86S
7% South-Africa 72/87	95.75	7.31	7.75	7.74	1.11.78—87S
8% South-Afr. Broadc. 76/81 PP (G)	98.00	8.16	1.08	10.01	1. 3.81
7¼% South-Afr. Oil Fund 76/81 I PP (G)	96.00	7.55	1.75	9.81	1.11.81
7¼% South-Afr. Oil Fund 76/81 II PP (G)	97.50	7.44	1.79	8.79	16.11.81
7¾% South-Afr. Oil Fund 78/82 I PP (G)	95.00	8.16	2.50	10.07	1. 8.82
7¾% South-Afr. Oil Fund 78/82 II PP (G)	96.50	8.03	2.62	9.28	16. 9.82

Continued on Page VIII

CONVERTIBLES—U.S. (CONTINUED)

Issued / Est. o/s ($mn)	Year of issue / Issue price	Borrower / Coupon Maturity	Bond price / Share price	Cur. bond yld. / Cur. share yld.	Yield to maturity / P.E.R.	Yield to next call / Next call price	Call not (days) / Next call date	Premium / Discount %	Conv. price / Date of conv. start
30 / 20.0	1969 / 100.00	AMERICAN MEDICAL INT / 7.00 1/ 1/1990 S	131 7/8 / 36	5.38 / 3.22	3.29 / 13.00	* / 102 1/2	30C / 1980	-1.42 / DP1981	$0 36.91 / 15/ 7/1970
25 / 16.0	1972 / 100.00	AMERICAN MOTORS O/S / 6.00 1/ 4/1992	114 1/4 / 8 3/4	5.25 / .00	4.46	* / 103	90C / 1981	-2.07 / 1983	$0 7 1/2 / 1/10/1972
30 / 17.0	1968 / 100.00	AMERICAN TOBACCO INT / 5.25 1/ 8/1988 S	179 / 67	2.95 / 8.21	6.00	* / 101	30 / 1980	-3.82	$0 36 / 15/ 5/1969
30 / 30.0	1972 / 100.00	AMF / 5.00 15/ 9/1987	63 3/4 / 34 1/2	7.84 / 8.55	12.58 / 6.00	101 1/2	30 / 1980	129.72	$0 52 1/4 / 1/ 6/1973
15 / 15.0	1968 / 100.00	BANGOR PUNTA INT / 5.25 1/ 7/1988 S	69 7/8 / 27 3/4	7.65 / 2.88	11.07 / 5.00	100 3/4	30 / 1980	36.49 / DP1979	$0 54.17 / 15/ 1/1969
20 / 11.0	1966 / 100.00	BARNESS INC — (LUX) / 5.00 1/ 6/1986 S	84 3/8 / 43 3/4	6.01 / 7.54	8.18 / 5.00	100	30 / 1980	15.71 / DP1976	$0 60 / 1/12/1967
25 / 25.0	1972 / 100.00	BEATRICE FOODS O/S / 4.50 1/ 9/1992	78 5/8 / 21 5/8	5.72 / 5.55	7.12 / 8.00	101 1/2	30 / 1980	3.80 / 1982	$0 28 / 1/ 4/1973
25 / 22.0	1973 / 100.00	BEATRICE FOODS O/S / 4.875 15/ 8/1993	90 / 21 5/8	5.42 / 5.55	5.97 / 8.00	105 1/2	30 / 1980	-8.32	$0 22 3/4 / 1/ 4/1974
25 / 25.0	1971 / 100.00	BEATRICE FOODS O/S / 6.25 1/ 8/1991	92 3/8 / 21 5/8	6.77 / 5.55	7.24 / 8.00	103 1/2	30 / 1980	-2.29 / DP1981	$0 22 7/8 / 1/ 3/1972
20 / 9.2	1970 / 100.00	BEATRICE FOODS O/S / 7.25 1/11/1990	214 3/4 / 21 5/8	6.32 / 5.55	5.40 / 8.00	* / 103	30 / 1980	-7.14 / DP1980	$0 17 1/2 / 1/ 7/1971
30 / 30.0	1972 / 100.00	BORDEN O/S CAP / 5.00 1/ 9/1992	76 3/8 / 23 3/8	6.55 / 7.79	8.05 / 5.00	102	30 / 1980	2.92	$0 31 1/2 / 1/ 7/1973
30 / 30.0	1971 / 100.00	BORDEN O/S CAP / 6.75 15/ 7/1991	86 7/8 / 23 3/8	7.77 / 7.79	8.59 / 5.00	102 1/2	30 / 1980	6.85	$0 28 3/4 / 15/ 4/1972
15 / 15.0	1965 / 100.00	BRISTOL-MYERS INT / 4.50 31/12/1980 S	116 / 33 3/4	3.89 / 4.27	10.00	* / 100	30 / 1980	-2.89	$0 28 3/4 / 30/ 6/1966
35 / 29.1	1972 / 100.00	BROADWAY-HALE STORES / 4.75 15/ 6/1987	67 3/4 / 17	7.01 / 6.47	11.45 / 6.00	101 1/2	30 / 1980	65.39	$0 41 1/2 / 15/ 6/1973
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

Future publication dates for AIBD supplements are:

MARCH	11th
APRIL	14th
MAY	14th
JUNE	11th
JULY	14th
AUGUST	12th

INVESTMENT FUNDS

The following funds include Eurobond issues within their portfolios

Quotations & yields as at 31st January, 1980

SOCIETE GENERAL De BANQUE

BANQUE GENERALE Du LUXEMBOURG

Fund 31/1/80	Price	First Issue Price	Yield %	Div. Date	1/2/79 High	31/1/80 Low	1/2/77 High	31/1/80 Low
Rentinvest	LuxFr 765	LuxFr 1000	8.68	20/11/79 (F65)	LuxFr 860	LuxFr 752	LuxFr 918	LuxFr 752
Capital Rentinvest	LuxFr 1366	LuxFr 1000	(Capitalisation)		LuxFr 1430	LuxFr 1346	LuxFr 1430	LuxFr 1168

WestLB Euro-Deutschmarkbond Quotations (Continued)

Issue	Middle Price	Current Yield	Life*	Yield to Maturity*	Repayment D-mandatory drawing by lot at par S-sinking fund P-purchase fund
8½% South-Afr. Oil Fund 79/83 PP (G)	97.00	8.25	3.75	8.96	1.11.83
7¾% South-Afr. Oil Fund 79/84 PP (G)	95.00	8.16	4.08	9.27	1. 3.84
7½% South-Afr. Railway 73/88 (G)	94.85	7.91	8.33	8.37	1. 6.79—88S
9¼% South-Afr. Railway 76/80 PP (G)	100.00	9.25	0.33	8.97	due 1. 6.78—80D
9¼% South-Afr. Railway 75/80 (G)	100.00	9.25	0.42	9.00	1. 7.80
8¼% South-Afr. Railway 77/80 PP (G)	98.00	8.42	0.50	12.35	1. 8.79—80D
8% South-Afr. Railway 78/81 PP (G)	96.50	8.29	0.92	12.21	2. 1.81
7¾% South-Afr. Railway 78/82 PP (G)	97.00	7.99	2.25	9.25	1. 5.82
8% South-Afr. Railway 78/83 I PP (G)	97.50	8.21	3.42	8.85	1. 7.83
8% South-Afr. Railway 78/83 II PP (G)	98.00	8.16	3.58	8.65	1. 9.83
7¾% South-Afr. Railway 78/83 PP (G)	96.50	8.03	3.83	8.85	1.12.83
7% South Scotl. El. 73/88 (G)	96.50	7.25	8.00	7.60	1. 2.79—88S
6¾% Spain 77/84	96.25	7.01	4.50	7.75	1. 8.84
6% Spain 78/88	88.00	6.82	8.25	8.04	1. 5.88
6% Sparbank Oslo 78/90PP	88.00	6.82	5.44	8.86	16. 5.81—90D
7¾% Standard Imp. & Exp. 78/82PP	97.00	7.99	2.50	9.11	1. 8.82
6½% Stand. Chart. Bank 78/88	91.00	7.14	7.92	8.08	1. 1.88
6% Statoil 78/88 (G)	87.90	6.83	8.58	7.99	1. 9.84—88S
6½% Statoil 79/89 (G)	91.25	7.12	9.08	7.88	1. 3.88—89S
7% Statsfoeretag 77/85	96.25	7.27	5.08	7.92	1. 3.82—85D
10% Steiermark 74/80PP	100.00	10.00	0.67	9.83	1.10.80
8¾% Stockholm County 75/87	100.50	8.71	4.00	8.58	1. 4.79—87D
8½% Sumitomo Metal 75/82	100.50	8.46	2.42	8.22	1. 7.82
7½% Sun Oil Int. Fin. 73/88	99.00	7.58	8.50	7.65	1. 8.79—88S
7¼% Svenska Cell 73/88	98.75	7.34	8.00	7.46	1. 2.79—88S
9% Svenska Taendst. 75/85	102.00	8.82	2.47	8.08	1. 3.80—85S
6¾% Sveriges Inv. Bk. 72/87	98.00	6.89	7.08	7.12	1. 3.78—87S
7% Sveriges Inv. Bk. 73/88	98.60	7.10	8.08	7.23	1. 3.79—88S
8½% Sveriges Inv. Bk. 75/83	100.50	8.46	1.78	8.14	1. 6.80—83S
6½% Sweden 77/84	95.25	6.82	4.25	7.84	1. 5.84
6% Sweden 77/89	87.25	6.88	9.83	7.91	1.12.83—89S
7¾% Sweden 79/89	99.00	7.83	9.41	7.89	1. 7.89
7½% Sweden 79/89PP	98.25	7.63	9.50	7.76	1. 8.89
9½% Taisei Corp. 75/80PP	100.00	9.50	0.12	9.11	due 16. 3.80
9½% Tauernautobahn 74/81 (G)	101.00	9.41	1.42	8.65	1. 7.81
9% Tauernautobahn 75/82PP (G)	101.25	8.89	2.08	8.31	1. 3.82
9% Tauernautobahn 75/83PP (G)	100.75	8.93	3.08	8.70	1. 3.83
5½% Tauernautobahn 78/93 (G)	80.75	6.81	13.17	7.90	1. 4.84—93S
7% Tauernkraftwerke 68/83 (G)	98.50	7.11	1.97	7.99	1. 2.74—83D
6½% Tauernkraftwerek 68/83 (G)	98.80	6.58	3.58	7.00	1. 9.74—83S
8% Tenpfinco 73/93	98.00	8.15	13.75	8.24	1.11.82—93S
9½% Tenpfinco 75/82PP	100.00	9.50	2.08	9.48	1. 3.82
6¼% Thailand 78/83PP	94.75	6.60	3.17	8.18	1. 4.83
8½% Thyssen Car. Fin. 75/82PP	100.50	8.46	2.17	8.21	1. 4.82
8¼% Thyssen Car. Fin. 75/82PP	100.00	8.25	2.42	8.21	1. 7.82
6½% Thyssen Inv. 66/81	99.10	6.56	1.08	7.38	1. 3.72—81D
7¼% Tokyo El. Power 69/84	98.00	7.40	2.75	8.23	1.12.75—84D
6½% Tokyo El. Power 79/85	93.50	6.95	5.25	8.06	1. 5.85
9½% Toray Ind. 75/80PP	100.00	9.50	0.02	9.98	due 10. 2.80
5½% Toyo Rubber 78/83PP	90.50	6.08	3.67	8.61	1.10.83
6½% Traf. House Fin. 72/87	96.40	6.74	7.67	7.12	1.10.78—87S
6% Trinidad & Tobago 78/83	92.75	6.47	3.17	8.70	1. 4.83
6¾% Trondheim 68/83	96.50	6.99	3.83	7.97	1.12.72—83S
5¾% Trondheim 78/88	85.75	6.71	7.14	8.49	1. 4.86—88D
7½% T R W Int. Fin. 69/84	98.50	7.61	4.67	8.04	1.10.75—84S
6% T V O Power 78/88 (G)	87.00	6.90	8.00	8.29	1. 2.84—88S
5¾% UDS Group 78/83	90.50	6.35	3.58	8.94	1. 9.83
9¾% Unilever 74/81 PP	101.50	9.61	1.83	8.79	1.12.81
8½% Unilever 75/87	102.00	8.33	4.58	7.95	1. 5.81—87S
6½% Union Bank Finland 78/88	89.50	7.26	8.87	8.21	16.12.84—88S
5¾% Uniroyal 78/84 PP	88.75	6.48	4.50	8.87	1. 8.84
6¾% Unit. Arab Emirates 77/82PP	95.00	7.11	2.25	9.29	30. 4.82
7% Venezuela 68/83	98.40	7.11	3.67	7.64	1.10.74—83S
6% Venezuela 78/88	84.85	7.07	8.08	8.68	1. 3.84—88S
6½% Venezuela 78/90	87.00	7.47	10.75	8.37	1.11.85—90S
7% Vienna 68/83	97.50	7.18	3.33	8.02	1. 6.74—83S
8¼% Vienna 75/84	100.75	8.19	2.42	7.86	1. 8.79—84D
5¾% Vienna 77/84 PP	91.00	6.32	4.87	8.05	15.12.84
8½% Voest-Alpine 73/88	102.25	8.31	4.81	7.88	1.10.79—88S
8½% Voest-Alpine 75/85	101.15	8.40	3.28	8.06	1. 6.81—85D
6¾% Voest-Alpine 77/89	92.75	7.28	6.72	8.18	1. 6.84—89D
6½% Wells-Fargo ex. w. 73/88	92.00	7.07	8.75	7.79	1.11.79—88S
5½% Worldbank 65/85	97.50	5.64	5.17	6.18	1. 4.71—85S
6½% Worldbank 68/80	99.40	6.54	0.50	7.64	1. 8.80
6½% Worldbank 68/84PP	96.50	6.74	2.37	8.17	2. 1.77—84D
6½% Worldbank 69/84	96.10	6.76	2.25	8.61	1. 6.75—84D
6½% Worldbank 69/84PP	96.50	6.74	2.37	8.17	2. 1.77—84D
6% Worldbank 69/84PP	95.75	6.27	2.62	7.84	1. 4.77—84D
8½% Worldbank 70/80	99.85	8.51	0.50	9.01	1. 8.80
8% Worldbank 70/86	101.15	7.91	3.31	7.59	1. 1.77—86D
7½% Worldbank 71/86 I	98.35	7.63	3.18	8.09	1. 6.77—86D
7½% Worldbank 71/86 II	98.50	7.61	3.68	7.97	1.12.77—86D
6½% Worldbank 72/82	97.00	6.70	2.42	7.88	1. 7.82
6¾% Worldbank 72/87	94.50	7.14	3.37	8.70	1. 3.78—87D
6¾% Worldbank 73/83	96.25	7.01	3.00	8.21	1. 2.83
6½% Worldbank 73/88	92.75	6.87	3.98	8.59	1. 5.79—88D
8¼% Worldbank 75/82PP	100.50	8.21	2.33	7.97	1. 6.82
8% Worldbank 75/82	100.40	7.97	2.83	7.82	1.12.82
8¼% Worldbank 75/83	101.00	8.17	3.42	7.86	1. 7.83
8% Worldbank 76/82PP	99.00	8.08	2.50	8.42	1. 8.82
7¾% Worldbank 76/82PP	99.75	7.77	2.67	7.83	1.10.82
7½% Worldbank 76/83	99.25	7.56	3.25	7.76	1. 5.83
7¾% Worldbank 76/83	99.25	7.81	3.67	7.97	1.10.83
6¾% Worldbank 76/83PP	95.00	7.11	3.83	8.31	1.12.83
8% Worldbank 76/84	100.35	7.97	4.00	7.89	1. 2.84
5½% Worldbank 77/82PP	94.00	5.85	2.62	8.11	15. 9.82
7% Worldbank 77/85PP	96.75	7.24	5.08	7.79	1. 3.85
6½% Worldbank 77/85PP	92.25	7.05	5.25	8.37	1. 5.85
6% Worldbank 77/85	91.75	6.54	5.62	7.86	16. 9.85
7% Worldbank 77/87	92.50	7.57	6.92	8.47	1. 1.87
6½% Worldbank 77/87	90.00	7.22	7.25	8.39	1. 5.87
5¾% Worldbank 78/84	91.00	6.32	4.50	8.21	1. 8.84
6% Worldbank 78/88	86.10	6.97	8.50	8.34	1. 8.88
6¼% Worldbank 78/88	87.00	7.18	8.83	8.39	1.12.88
5¾% Worldbank 78/90	83.10	6.92	8.45	8.65	1. 2.87—90S
7% Worldbank 79/85PP	98.25	7.12	5.50	7.43	1. 8.85
7¼% Worldbank 79/87PP	94.00	7.58	7.50	8.22	1. 8.87
7¾% Worldbank 79/91	95.50	8.12	11.42	8.37	1. 7.91
7⅞% Worldbank 80/90	97.75	8.06	9.91	8.21	1. 1.90
7⅞% Worldbank 80/90 II PP	97.75	8.06	9.92	8.21	1. 1.90
6¾% Yokohama 68/83 (G)	99.50	6.78	3.58	7.03	1. 9.72—83S
7% Yokohama 69/84 (G)	99.50	7.04	4.66	7.25	30. 9.73—84S
8% Yokohama 71/86 (G)	100.15	7.99	3.54	7.92	1. 8.77—86S
8¾% Yoshida Kogyo 76/80 PP	99.50	8.79	0.42	9.78	1. 7.80
8% Yugosl. Inv. Bank 77/84 PP	93.25	8.58	4.87	9.80	15.12.79—84R

AIBD

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235 Banque de l'Union Européenne
225 Banque Louis-Dreyfus
205 Banque Nationale de Paris
210 Credit Commercial de France Paris
215 Credit Lyonnais
218 E. F. Hutton Services S.A.R.L.
220 Interunion-Banque
270 Smith Barney Harris, Upham & Co. Inc.

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305 Deutsche Bank AG
306 Dresdner Bank AG
307 Westdeutsche Landesbank Girozentrale
309 Creditanstalt Bankverein
310 Girozentrale und Bank der österreichischen Sparkassen AG

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407 Banco Ambrosiano S.p.A.
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601 Algemene Bank Nederland N.V.
602 Amsterdam-Rotterdam Bank N.V.
603 Bank Mees & Hope N.V.
604 Barclays Kol & Co. N.V.
611 Centrale Rabobank Utrecht
612 Bank Van der Hoop, Offers N.V.
605 Bank Morgan Labouchere N.V.
610 F. van Lanschot
606 Nederlandsche Middenstandsbank N.V.
607 Nederlandse Credietbank N.V.
608 Pierson, Heldring & Pierson
609 Slavenburg, Oyens & Van Eeghen N.V.

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705 Bank of Helsinki Ltd. (Helsingfors Aktiebank)
755 Bergen Bank
760 Christianna Bank og Kreditkasse
740 Den norske Creditbank
750 Den Denske Bank of 1871 Aktieselskab
710 R. Henriques jr. Bank-Aktieselskab
715 Kansallis-Osake-Pankki
720 Kjögenhavns Handelsbank
745 Postipankki
730 Privatbanken Aktieselskab
735 Skandinaviska Enskilda Banken
725 Union Bank of Finland (Nordiska Föreningsbanken AB)

REGION 8 - SWITZERLAND

800 Bondpartners S.A.
805 Credit Suisse/Swiss Credit Bank
860 Swiss Bank Corporation
870 Union Bank of Switzerland

REGION 9 - UNITED KINGDOM

901 Akroyd & Smithers Limited
904 Amex Bank Ltd.
902 Bank of America International Ltd.
903 Bank Julius Baer International
905 Bankers Trust International Limited
910 Banque Francaise de Credit International Ltd.
907 Bondtrade
909 Chase Manhattan Ltd.
908 Chemical Bank International Ltd.
911 Citicorp International Bank Limited
912 Continental Illinois Limited
914 Credit Suisse First Boston Ltd.
913 Daiwa Europe N.V.
915 Deltec Trading Company Limited
920 Dillon, Read Overseas Corporation
922 Dominion Securities Limited
925 European Banking Company Ltd.
930 First Chicago Limited
931 Goldman Sachs International Corp.
932 Hambros Bank Limited
933 IBJ International Limited
934 Hill Samuel & Co. Ltd.
935 Kidder Peabody Securities Limited
938 Loeb, Rhoades
939 Kuhn, Loeb Lehman Brothers Inc.
936 Manufacturers Hanover Limited
937 McLeod, Young, Weir International Limited
940 Merrill Lynch, Pierce, Fenner & Smith (Brokers & Dealers) Ltd.
941 Morgan Stanley International
945 Nesbit, Thomson Limited
942 The Nikko Securities Co. (Europe) Ltd.
943 Nomura Europe N.V.
946 Orion Bank Limited
948 Pinchin, Denny & Co.
947 Salomon Brothers International Ltd.
950 Samuel Montagu & Co. Ltd.
955 Scandinavian Bank Limited
960 Strauss, Turnbull & Co.
962 Sumitomo Finance International
964 Vickers, da Costa & Co. Ltd.
965 S. G. Warburg & Co. Ltd.
967 Wedd Durlacher Mordaunt and Co.
970 Westdeutsche Landesbank Girozentrale
975 White Weld Securities
977 M. S. Wein & Co. Ltd.
980 Wood Gundy Ltd.
990 Yamaichi International (Europe) Ltd.

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15 Bear Stearns & Co.
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33 Lazard Freres & Co.
35 Merrill Lynch, Pierce Fenner Smith Inc.
60 Salomon Brothers
80 Atlantic Capital Corporation

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THE OFFICE PROPERTY DEBATE

BY MICHAEL CASSELL

Development revival in London

THE DEBATE on the merits of a fresh wave of office development in central London is in full swing. The battle lines last drawn up in the early 1970s appear to be forming again and local authorities, community groups and a number of MPs have started to fight the man whom they see as a legitimate target—the property developer.

The revival of interest in property development in London has largely been provoked by some notable planning proposals, not least the European Ferries' plan for a £40m office, shops and apartment complex on the banks of the Thames by Vauxhall Bridge and plans to develop the Coin Street site further East along the River.

The future of both projects is after separate planning inquiries, now in the hands of Mr. Michael Heseltine, Secretary of State for the Environment. Those opposed to another outbreak of office building in London believe that approval of these two plans could pave the way for countless others.

Apart from voicing detailed objections to individual schemes, opponents of an upsurge in office building claim that London needs more office space as badly as it needs another Great Fire.

People like Mr. Peter Brown, of town planning specialists Stephen George, have painted a picture of decentralisation from the capital, with falling numbers of workers seeking employment in the centre of London and more and more employers taking space in the suburbs or further afield.

Suggestions that micro-chip technology might eliminate much of the need for space and lead to a 20 per cent cut in office employment over the next decade or so have been put forward to further the case for a clampdown on new development.

Some limited support for this view has come from within the pension funds, now a major force in property development, one or two of which have begun to be more wary about the long-standing assumption that good office building will always be an outstanding investment.

Mr. Brown has pointed out that the fall in central London office employment in the five years up until 1976 was more than twice the rate recorded in the previous five years. He also claims that a fall in the number of public service jobs, together with a less optimistic outlook for the "growth services," such as banking and insurance, will help maintain the outward drift.

Permissions

In any case, he argues, there is well over 22m sq ft of office space in central London accounted for by planning permissions or land zoned for office development, in addition to space vacant and waiting for occupiers.

Mr. Brown and those who support him say that any new development should be in London's outlying areas or satellite towns.

But the argument against more central office space is not merely based on a question of existing supply or, indeed, of prohibitive costs. The property development industry has, for many years, had to live with a bad reputation. Although, in the aftermath of the mid-1970s crash, it has undergone fundamental changes, its motives are still closely scrutinised by suspicious onlookers.

Mr. Stuart Holland, Labour MP for Vauxhall, within whose constituency the European Ferries' scheme would be sited, believes that the property developer has not changed his spots.

In opposing the Thameside plan, Mr. Holland says that offices in that type of location provide little or no benefit to the local community. He rejects suggestions that they bring new life to run-down areas and claims they merely house large numbers of commuting staff who make little or no contribution to the regeneration of the area.

The property speculator, says Mr. Holland, is often the only real beneficiary and he adds fuel to an entirely different argument by suggesting that those who pay for elaborate office projects should be diverting resources into areas where they are really required, such as investment in industry.

But despite considerable past justification for the views of critics such as Mr. Holland, the property development industry of the 1980s claims to bear no relation to its predecessor.

Speculation in the old sense is today rarely an appropriate term for use in connection with an industry dominated by pension funds and insurance companies which confine themselves to rock solid proposals and aim to ensure that tenants are signed up in advance of completion.

As an example, Shell UK has said that it will take the office space in any Commercial Properties' scheme which goes ahead at Coin Street. European Ferries says it already has three or four tenants interested in its Vauxhall development. Even the speculative Trafalgar House-Whitbread office project on the edge of the City seems about to be sold to, and occupied by, British Petroleum.

While the agents have differing views on how much space is being added to the City's stock, most agree that the limited supply of good accommodation is not likely to improve in the medium term. Mr. Clive Arding of Richard Ellis' City office believes, however, that the situation may at least be tempered by a flattening out in demand.

Such is the staid state of this traditionally volatile industry that Mr. Julian Markham, chairman of Glengate Properties, was a few days ago moved to attack the institutions' apparent reluctance to back the "imagination and flair" of entrepreneurial developers who created the last boom. He suggested that the new development required would not be provided "within the cosy guidelines of current institutional thinking" and called for a new era of co-operation between those with the flair and those with the money.

The instutions, who even now are tidying up after the 1974 crash, may believe that their steady, calculated "blue chip" approach towards property investment is the only policy worth following.

To the institutions, "blue chip" invariably means the City of London — the natural hub of the office property market. Anyone looking for signs of another development boom will be hard pressed to find it in the 60m sq ft of office space comprising what is accepted as the most expensive collection of real estate anywhere in the world.

For although London's strategic importance in terms of the international financial community seems intact and demand for space — particularly from the joint stock banks who now occupy an estimated 10m sq ft of space in the City—has until recently been very strong, the provision of new accommodation has not kept pace.

In 1975 a hopelessly delayed response to demand led to the completion of nearly 2½m sq ft at a time when the letting market was at its weakest. The result was a huge excess of space which took several years to clear and which led more abruptly to a fall in rental values of 40 to 50 per cent. Since then, development activity has been more orderly and restrained.

Quite apart from the traditionally cautious approach of the new property men, long-standing planning controls have become no less stringent and few of the local authorities involved with development in and around the City boundaries take a kindly view of new schemes. The City Corporation alone has proved to be the developers' most understanding ally.

Development opportunities are in any case severely limited in a central zone where building and working population densities must have reached tolerable limits and where the provision of new space invariably implies refurbishment or rebuilding. New schemes over 100,000 sq ft are a rare commodity.

The result of such constraints, combined with the determination on the part of those involved not to rush into a repeat of the early 1970's fiasco, has been the laying down of a development programme which many argue is unlikely to meet the City's medium-term requirements.

sought after

Some estimates suggest that not much more than 1½m sq ft of new space will be developed in the City in each of the next two years, against an annual take-up figure between 1977 and the end of last year of around 3m sq ft. Perhaps only one third of it will be in the most sought after areas.

Debenham Tewson and Chinnocks, one of the many chartered surveyor - estate agency operations charged with finding and disposing of City space, reckons that at the end of last year there was about 4.7m sq ft gross of office space under construction in the City itself. The majority of the space, it says, is pre-let for owner-occupation.

Mr. Richard Caws the senior partner says. "Reports that there is as much as 20m sq ft of office space under construction or with planning consent within Central London have no reliable source. Several consents may exist for the same site and a large proportion of these is never taken up. In the last ten-year period for which figures are available, only a little over half of the permissions granted were translated into development and completed within that period."

"It is not readily appreciated that there is now a severely reducing overall supply of space, despite the fact that a number of sites, including some prime ones, are now being developed.

"At present, it is almost impossible to get large space in the City and rents have consequently been rising in locations like the West End, Euston and Knightsbridge. But for the first time I can remember, the reduction in space available has coincided with a weakening of demand. The City almost always finds itself out of phase in terms of supply and demand because of the length of time taken to bring projects through on to the market. On this occasion, the position is different.

"After a prolonged period of very heavy demand, there is an underlying weakness in the letting market. As a result, excellent rentals are being quickly achieved for space sought by more than one tenant but at the same time other top quality accommodation is sticking."

The view is shared by Mr. Chris Peacock of Jones Lang Wootton who says: "The market is busy although it is not necessarily a very deep one at present. But with the supply of good quality space down to its lowest level for five years, we expect rents to remain strong and to rise further."

No-one is suggesting that demand is likely to fall back to the extent that rental levels will drop. It has taken from early 1976 for rents on prime City space to return to the figures achieved in the second half of 1974 (£20-£22 a sq ft) and the space shortage is expected, regardless of any slackening in demand, to maintain upwards pressure on rentals. According to Mr. Peacock, who is convinced of the City's longer-term ability to attract tenants: "Rents could in some cases possibly reach £30 a sq ft this year, though £25-26 may be more normal."

Mr. Arding, who believes the outlook for new development space beyond the next couple of years is not very encouraging, says the City office market is now on a knife-edge. "If demand remains at current levels, rents will most likely fail to react in any dramatic way but if the economy turns the corner in the early 1980s then we could see a big increase in demand which will not be met by available space. That could spell a substantial take-off in rents."

The developers too are convinced of the City's strength. Considerable efforts are being made to involve the institutions in new schemes, either within the City or in those fringe areas which are becoming more acceptable office locations and, hence, better investment options.

Their reaction, with one eye on inflation and the other on historically low yields, is a cautious one. But with huge volumes of money searching for a suitable home and many pension funds wishing to place up to 30 per cent of their investment cash into property, the City of London looks set to remain a favourite and fairly wise choice.

Ashley Ashwood

The most expensive real estate package in the world. Is more space needed in the City?

Letters to the Editor

Product liability

From the Industrial and Consumer Affairs Liaison Officer, Commission of the European Communities

Sir,—Mr. Benson (February 7) implies that the EEC draft directive on product liability is basically consumer-orientated and does not take account of the legitimate interests of industry. There is surely no need for any public authority such as the EEC Commission to apologise for seeking to protect consumers in this age of sophisticated and often bewildering technology.

But in any case, from the point of view of industry itself, in the absence of the directive manufacturers would continue to be faced with a tangle of legal uncertainties in the nine (soon to be ten) different member states of the European Community. Furthermore the general trend of legislative and judicial decisions would in any case be likely everywhere to continue to move in the direction of strict manufacturers' liability for injury resulting from defective products. In this country, for example, the law already imposes extremely high safety standards on manufacturers. And the recommendations of the Law Commission and the Royal Commission headed by Lord Pearson are at least as strict as the proposed EEC directive.

This being granted, would it not be better for industry, as well as for the public, for there to be a more common approach to the problem throughout the European Community? This is what the proposed directive aims to achieve.

Mr. Benson argues that industry cannot afford the cost of the additional insurance that would be called for. EEC Commission research on this point indicates that the additional cost would in most cases be slight. And this cost would in any event be passed on to the consumer whom it is the object of the exercise to protect.

Incidentally, if the burden on industry is as heavy as Mr. Benson suggests, he can hardly argue at the same time, as he seeks to do, that no real threat to fair competition within the Common Market can result from different national approaches to the subject.

Robert Sheaf.
20, Kensington Palace Gds, W8.

A bargain at the price

From the Head, Consumer Policy Unit, National Consumer Council,

Sir,—Mr. Benson (February 7) makes a case that the European Commission should not propose legislation to deal with injuries caused by defective products without introducing a general compensation scheme for dealing with everybody who needs compensating, for whatever cause.

The Pearson Commission estimated that injuries caused by defective products other than drugs amount to about 1 per cent of all injuries. It also showed that those who were able to make a successful claim under our existing laws got on average £500 each, half the average for tort compensation as a whole. The Pearson Commission recommended strict liability as the most practical way of improving compensation for injuries caused by defective products, while making detailed recommendations for dealing with compensation for all other types of injury.

The suggestion that this relatively small group of people, relatively cheap to compensate, should get nothing unless arrangements can be made for compensating everybody else who is injured (many of whom have other methods of getting compensation anyway) is another depressing episode in the saga of the public unwillingness of British industry to take responsibility for the goods it produces.

The cost of product liability will ultimately be paid not by industry, but by consumers. It is precisely because we believe that it is right that the costs of compensating the very small number of individual consumers who are injured by defective products and who cannot claim successfully under existing laws should be shared among the whole mass of consumers who enjoy the benefit of that industry's products that the National Consumer Council and other consumer organisations believe that the principle of strict liability is right. Any impartial observer who looks at the estimates of the costs involved cannot but agree that it will be a bargain at the price.

Maurice Healy.
18 Queen Anne's Gate, SW1.

Severe legal requirement

From the Commercial Director, Process Plant Association.

Sir, — The deputy chairman of the Association of Insurance and Risk Managers in Industry and Commerce (February 7) hits the nail squarely on the head. The EEC draft directive is indeed an item of consumer-orientated compensatory social legislation masquerading as a mechanism to regulate competition.

The proposal, although purporting to harmonise the present legislative provisions of the member-states, does in fact seek to impose a new legal requirement which is more severe than any currently in force.

The Commission argues that harmonisation is necessary because legislative differences between the member-states distort competition and hinder the free movement of goods, but it has not produced evidence that such distortion or hindrance actually exists.

Notwithstanding the recommendation to the contrary by the European Parliament, the proposal denies to the producer the defence that his product could not have been regarded as defective in the light of the scientific and technological development at the time it was put into circulation (the "State of the art" defence) and thus makes him entirely responsible for development risks, including unknowable defects.

J. L. Good.
25, Whitehall, SW1.

Compensation system

From the Chairman, Business Law Committee, Association of Independent Businesses.

Sir,—In view of the spate of letters on product liability it might be worth reminding your readers that much of the thinking on the concept of strict liability in this field as enunciated in reports of the Law Commission, Pearson Commission and latterly encapsulated in the EEC draft directive on the subject drew upon the American situation as evidence/living proof of the benefits of the system. It will also be recalled that organisations such as the Association of Independent Businesses cited the American example as proof that the system, while superficially attractive on paper, was not working in practice.

It is thus ironic that the United States Government is now attempting to escape from the consequences of the system by the introduction of a Model Uniform Product Liability Act, which was published in the Federal Register on October 31 last. This seeks to restore the concept of "fault" (which presently operates in this country) to the field of product liability.

The case is put succinctly by the Model Act and is of course based on the chaotic situation which has evolved there—it states:—"Product liability law is a branch of the law of torts. Its function is to shift the cost of an accident from a claimant to a defendant when the latter is deemed 'responsible' for the claimant's injuries . . . Product liability law should indicate why a particular individual product seller was sufficiently blameworthy that it should bear the cost of the injury. Tort law is not a compensation system similar to social security or worker compensation. A product seller should not, through the medium of tort law, be asked to pay merely because its products caused an injury." The AIB wholeheartedly subscribes to this view.

The system now proposed in very many quarters, especially the consumer lobby, has been shown demonstrably not to work and there is no evidence to suggest that, if introduced, it would work any "better" here. The AIB thus urges the Government and through it the EEC, to learn from this most salutary object lesson and thus to oppose changes in the existing law. If for social reasons a compensation system for defective products is to be introduced then it should not be introduced by tinkering with our existing law of tort, but possibly by the introduction of a Government based scheme with clearly defined limits.

L. R. Bushby,
Association of Independent Businesses,
Europe House,
World Trade Centre, E1.

Optimism rules

From Messrs. R. Stockford, J. Foulerton, and Mr. M Hazell

Sir,—In his article "Go north and cheer up" (Lombard column, February 6) Geoffrey Owen reports on a new sense of purpose which is beginning to prevail as a younger generation of managers take charge of large sections of big industry in the Midlands, the north of England and Scotland.

We believe a similar picture can be painted of small firms in the north; where we sense a wide ground swell of activity the likes of which we have not seen during two decades of involvement with this sector. The trend, which started gently over two years ago, accelerated last year. In our own field, the demand for cost rent accommodation in small units is strong over most of the northern counties. It is particularly encouraging that many new firms we deal with are involved in manufacturing—mostly supplying specialist equipment: sadly few are involved in high technology products.

Just as Mr. Owen reports, we too detect a mood of ambition and determination. Given sustained encouragement by successive Governments this augurs well for a prosperous Britain—20 years ahead! Our concern is that far too much will be expected too soon.

We fear a reaction will set in when in the early years new job creation by these firms does not achieve the scale on which the government is presently relying.

R. Stockford.
J. E. Foulerton.
M. Hazell.
The North British Industrial Association,
Unicentre,
Lords Walk, Preston.

Small craft foundries

From Dr. D. Hitchens

Sir,—The special pleading—for a capital loan scheme, extension of tax rebates, relief from environmental control legislation, etc.— to protect the small craft foundries requires more justification than given by Messrs. Kilpatrick and Hall in their letters of February 7.

The ferrous foundry aid scheme has already provided a hefty injection of public funds, over £50m of projects have been approved, to modernise and improve productivity in the industry. The grants themselves have probably added to excess capacity in ironfounding and the difficulties small firms now encounter are probably symptomatic of the required streamlining of the industry.

But foundry closure is no new problem. Over the last 20 years their numbers have been reduced by more than 800—a structural change which stems partly from a shift of production to larger units, and partly from changes in production methods and in demand. Generally the reduction has been at the expense of the small foundry, especially those producing lower quality work. Small firm-size alone has not been a problem; so long as the engineering expertise was available, and good quality work was produced, small foundries were able to succeed and expand.

This was the conclusion from my investigation of 1972, and has been confirmed by my subsequent continued contact with the industry. That investigation was undertaken in collaboration with the Foundry Industry Training Committee (at the University of Aston Management Centre), and was based not only on a questionnaire-survey of firms (as Mr. Kilpatrick suggests) but also on interviews, and analyses of the financial performance over a number of years, of 70 firms in the industry.

As evidence of the soundness of NEDO's conclusions Mr. Kilpatrick draws attention to an analysis of a dozen foundries undertaken for NEDO by independent consultants. An examination, however, of the principal characteristics of the six firms in the sample which represented foundries at greatest risk of closure (those employing fewer than 25 persons) shows they were significantly less skill-intensive than were all firms of that size in the industry. Under a third of the man-hours worked in those firms were "craft-hours," compared with nearly double that in similar sized firms covered by the Foundry Industry Training Committee. The NEDO evidence is thus based both on a very small sample and one that is apparently not representative.

Until stronger evidence is produced to the contrary, the only conclusion that should be drawn is that we are now witnessing signs of a healthy streamlining of the industry. It would be a mistake to commit public funds to reverse that trend.

Dr. D. Hitchens,
National Institute of Economic and Social Research,
2, Dean Trench Street,
Smith Square, SW1.

Controlling the Comptroller

From Professor E. Stamp Director, International Centre for Research in Accounting

Sir,—Although I am sure it was unintentional, Sir Douglas Henley's dismissal (February 1) of Mr. Lafferty's "familiar criticism about non-qualified staff" in the Exchequer and Audit Department has an unfortunate ring of complacency about it. It would be interesting to hear from Sir Douglas on the question of whether better qualified staff would have enabled his department to have done a better job in the monitoring of the activities of the Crown Agents; that affair also raised the issue (so far ignored) as to the extent to which the E. and A.D. is under the thumb of the Treasury. It is all very well for Mr. Garrett (also February 1) to complain about the "encroachment on the rights of Parliament," but surely the main problem has been the supine and servile incompetence of the Public Accounts Committee in its efforts to curb the influence of the Treasury over the Comptroller and Auditor-General.

Sir Douglas Henley might also like to comment on the fact that his opposite number in Canada, for example, moved into the Canadian civil service from a senior partnership in Price Waterhouse and Co., and I am certain that Sir Alan Neale (February 1 again) would not be able to find any Canadians who believe that the result of this was (in Sir Alan's sarcastic phrase) "to make the control of public expenditure more expensive."

In fact, as Sir Douglas and Sir Alan ought to be among the first to acknowledge, the "remuneration package" of senior British civil servants generally includes a knighthood, to say nothing of indexed pensions and opportunities for lucrative City employment after retirement. If Canada, minus an honours system, can attract top-flight professionals into its public service so could Britain. I suspect that the main problem is not "low" pay but rather the frustrations of having to deal with the Dickensian bureaucracy that masquerades under the title of the British civil service.

(Professor) Edward Stamp
The University of Lancaster,
Gillow House,
Bailrigg, Lancaster.

Today's Events

GENERAL

U.K.: National Union of Teachers stage half-day strike against staff cuts, Coventry.

Sir Peter Gadsden, Lord Mayor of London, attends luncheon with partners of L. Messel and Co., stockbrokers, at Winchester House, 11, Old Broad Street, E.C.2, 1 pm.

Mr. Billy Graham, evangelist, speaks at Cambridge Union.

Launch of "Design Data for Wheelchair Children," County Hall, London.

Overseas: European Central Bankers begins two-day meeting in Basle.

European Parliament in session, Strasbourg.

EEC Finance Council meets.

Kenyan President Daniel Arap Moi begins five-day visit to West Germany accompanied by Mr. Robert Ouko, his Foreign Minister.

The Duke of Edinburgh, as Captain General, on visit to Royal Marines in winter training in North Norway.

PARLIAMENTARY BUSINESS

House of Commons: British Aerospace Bill remaining stages.

OFFICIAL STATISTICS

Wholesale price index (January provisional). Turnover of catering trades (fourth quarter). Central Government transactions (including borrowing requirement) (January).

COMPANY MEETINGS

See Week's Financial Diary Page 15.

COMPANY RESULTS

Final dividends: Broadstone Investment Trust, Ladies Pride Outerwear, Murray Western Investment Trust. Interim figures: Murray Caledonian Investment Trust.

Murray Johnstone forms fund with Kemper U.S.

Murray Johnstone, the Scottish investment trust managers, is planning to launch a company with Kemper Financial Services of Chicago to invest dollar funds outside the U.S. Discussions are now at an advanced stage and the partners hope that operations will begin on April 1 this year with an initial portfolio of $30m.

Kemper is an asset management firm with funds under management of $6.6bn. Of this, $2.9bn is managed on behalf of its parent, Kemper Corporation, $1.1bn represent pension fund accounts and $2.3bn is made up of mutual funds.

The initial $30m will be drawn from the first pool and will be designed primarily to match Kemper Corporation's re-insurance commitments outside the U.S. A large portion of the funds will initially be invested in Euro-instruments.

Mr. Robert Stephens, a director of Murray Johnstone and the investment manager of the new company, says he expects funds from the second pool to be drawn into the international portfolio in the course of the first year. In the event of a non-U.S. mutual fund being launched by Kemper, it would be managed by the joint company.

The Murray Johnstone deal is the latest in a succession of alliances between British merchant banks or investment managers and U.S. fund managers. U.S. pension funds alone have funds under management of $400bn, of which $185bn is invested in equities.

This equity figure, however, incldes only $1bn placed outside the U.S. and fund managers are rapidly boosting the overseas component of their portfolios.

Kemper Financial Services is a wholly-owned subsidiary of Kemper Corporation, an insurance and financial services holding company, which is in turn controlled by the Lumbermen's Mutual Casualty Insurance Company.

The new company, which will be called Kemper-Murray Johnstone International Inc., will be owned 51 per cent by Kemper and 49 per cent by the Scottish parent. The venture will be marketed by Kemper, while the Murray Johnstone side will have responsibility for investment management.

British Cargo loses £0.8m at six months

British Cargo Airlines, formed last year by the merger of IAS Cargo Airlines and Trans-meridian Air Cargo, incurred a pre-tax loss of £805,000 in the six months to September 30, 1979, compared with a £535,000 profit in the same period last year.

Trading conditions continue to be difficult and the directors say the current year is not expected to show a profit. However rationalisation measures are expected to show improved results in the next financial year.

Turnover for the first half amounted to £15.78m against £14.61m.

Again there is no interim dividend and loss per share is shown as 16.06p (12.18p earnings).

The directors report that in the period under review and in the months to date, there has been a contraction in the market, coupled with escalating costs, exemplified by continuous increases in fuel prices which now represent over 50 per cent of total operating costs.

The world-wide economic downturn resulting from the energy crisis has been an added factor. Latterly there has been a regrettable tendency in the air freight market for agents to foster a rate cutting atmosphere by switching business to Europe and elsewhere to make short-term and short-sighted economies.

In addition the scheduled passenger carriers are able to improve their total revenue by utilising cargo carrying capacity, the board states.

Cargo aircraft capacity exceeds demand, but the company has and will continue to take, as necessary, the most stringent steps to safeguard its future.

The company is consolidating its position at the main operating base, Gatwick Airport, with a fleet of six jet DC8 aircraft, and is disposing of its fleet of seven CL44 aircraft.

Maddock borrowings rise

AUDITORS of Maddock, earthenware and bone china group, state that as a result of the loss for the June 30, 1979 year, borrowings at the year-end exceeded the limits authorised by the Articles of Association. However, this breach of the borrowing powers was rectified by the sale of the U.S. interests, Ceramix Group, which was completed on January 29.

Balance sheet shows net current liabilities of £416,452 at June 30, compared with £473,774 assets, and total assets at £1.37m against £2.28m. Creditors and accruals amounted to £2.16m (£1.47m), secured financing loan £847,222 (£747,285), current portion of long-term loans £110,366 (£215,039), and secured bank overdraft was £783,615 (£250,984).

As reported on January 31, a sharp acceleration of losses during the second half left the group with a deficit of £687,629 at the year end, compared with taxable profits of £247,649.

Grindley of Stoke, a subsidiary of Newman Industries, purchased Ceramix Group for a net amount of £1.67m, of which £933,050 has been so far received by Maddock.

Mr. Leonard Pearl, the chairman, says that following the sale, Maddock is relatively ungeared with two well managed manufacturing units in Stoke-on-Trent and it will be possible to remove a significant proportion of the group's central overheads.

Both UK manufacturing operations have been reorganised, Mr. Pearl states, and productivity, "has significantly increased." Recent trade has been encouraging in spite of general weakness in the market, he adds.

A statement of source and application of funds shows a decrease in working capital of £911,609 against a £416,948 increase—net liquid funds decreased by £357,253 (£144,026).

Alexanders Discount has ability to adapt

THE REDUCTION in resources of Alexanders Discount Company means that the size of the portfolio that may be carried is reduced and this makes recovery more difficult, Mr. John Glyn, chairman, says in his annual report.

However the Board is confident that the company will be able to take good advantage of any fall in interest rates in the coming year.

In 1979, the company incurred a loss of £250,000 (£200,000 profit) after drawing extensively on both published and inner reserves. But in view of the cyclical nature of the business and the large retentions of previous years, the dividend is maintained at 16.001p per share.

Mr. Glyn draws attention to the possible changes in the mechanism of monetary control and says if it comes about, it may mean changes in the company's role "but we are confident of our ability to adapt," he adds.

The company's holdings of British Government securities at December 31 show an increase from £5.05m to £19.07m while British Government Treasury Bills amounted to £70.3m (£114.03m) and commercial and local authority bills, £296.98m (£236.74m).

Secured loans stood at £363.54m (£383.2m) and deposits, other liabilities, deferred tax and contingency reserve amounted to £94.59m (£85.1m). There is a contingent liability on bills rediscounted, excluding Treasury bills of £520.24m (£179.25m).

At February 4, Miss Gladys Wrigley held 23.3 per cent of the company's preference capital, London and Manchester Assurance Company, 14.5 per cent and Commercial Union Assurance, 11.3 per cent.

Meetings, 1 St. Swithin's Lane, E.C., March 4 at noon.

Reduction for Willoughby's Consolidated

Taxable profits of Lonrho subsidiary Willoughby's Consolidated Company, Rhodesian rancher and landowner, slipped from £512,626 to £248,005 in the year to September 30, 1979. Last year's total included other credits of £203,187.

Turnover was static at £767,811 (£754,891) and tax takes £184,379 (£151,052). Earnings per 50p share are shown as 3.4p (19.6p). There is again no dividend.

BIDS AND DEALS

Tube considers U.S. acquisition

Tube Investments is in the throes of attempting its biggest acquisition yet. Crane Packing, a Chicago-based manufacturer of mechanical seals is known to be looking for a buyer. The controlling family are believed to be looking for a price getting on for £100m.

Several companies have evidently been in discussion with the Crane management but Tube has a long standing relationship with the company and it would certainly fit in well with the UK engineering conglomerate.

Tube controls 51 per cent of Crane's UK operation in Slough servicing the European markets. If Tube gained control of the U.S. company it would open up markets in the rest of the world to Tube.

It is understood that more than one company, including Tube, has put an offer forward and potential buyers are now waiting for the controlling family to make up their mind.

An announcement may be expected fairly soon.

For Tube, Crane Packaging would be a considerable bite to swallow. At 292p the company's market capitalisation is £173m and the last accounts dated December 31, 1978 showed net debt in excess of £110m compared with total shareholders' funds of £414.5m.

Hit by the transport strike a year ago first half profits from Tube to June 30 1979 were down from £37.9m to £30.4m. Last October the company also revealed that the engineering strike had cost about £20m in lost profits and indicated that there was little chance of the profits to last December approaching the previous year's £80m.

Charterhouse moves into U.S. textile market

As the first of a planned series of investments in specific areas of the U.S. textile industry, Charterhouse Group International Inc., the Charterhouse Group's wholly-owned U.S. development capital subsidiary, has acquired a 49 per cent interest in Carleton Woollen Mills in Winthrop, Maine.

A fully integrated woollen manufacturing company, Carleton produces fabric for the men's and women's apparel markets, the retail home-sewing market and industrial uses and is the leading maker of billiard cloth in the U.S.

With a turnover of U.S.$25m, Carleton accounts for some 8 per cent of U.S. production of woollen fabric. In addition to this new investment in the U.S. textile industry, Charterhouse also has investments in the food and packaging industries in the U.S., through interests in Dreyer's Grand Ice Cream, manufacturers of ice cream; Marathon Enterprises, manufacturers of processed meat products; and Paco Pharmaceutical Services, contract packagers for the pharmaceutical industry.

WM. LOW BUYS FREEZER GROUP

William Low and Co., supermarket operators, is acquiring Hotco together with shop properties purchased from C. Barras, the principal shareholder of Hotco.

The aggregate consideration is £470,000 subject to final adjustments which will not be material on the valuation of stock in trade.

Hotco runs a small chain of retail freezer centres. The value of the assets being acquired amount to £650,000 and net profit of Hotco for 1978 was £47,000.

BITING RUBBER—HEDGEFIELD COUNTY

The offer for Biting Rubber Estates by Hedgefield Country Securities will close on February 22.

GRINDLAYS HLDGS.

Mass Development Company (a subsidiary of Musard Al Saleh and Sons group of Kuwait) has purchased 30,000 ordinary taking its stake in Grindlays Holdings to 1,715,000 shares (5.04 per cent).

SPAIN

1980 High	1980 Low		Feb. 8 Price %
310	200	Banco Bilbao	216
353	204	Banco Central	232
232	199	Banco Exterior	211
286	200	Banco Hispano	211
174	135	Banco Ind. Cat.	135
213	170	Banco Madrid	179
348	203	Banco Santander	245
280	157	Banco Urquijo	163
285	202	Banco Vizcaya	226
261	195	Banco Zaragoza	200
220	100	Dragados	103
99	58	Espanola Zinc	62
99	48	Fecsa	57.5
76	23.5	Gal. Preciados	35
77.5	52.75	Hidrola	63
76	52	Iberduero	60
178	110	Petroleos	117
136	72	Petroliber	72
130	115	Sogefisa	115
82	53	Telefonica	54
69.7	56	Union Elect.	64

BOARD MEETINGS

The following companies have notified dates of Board meetings to the Stock Exchange. Such meetings are usually held for the purpose of considering dividends. Official indications are not available as to whether dividends are interims or finals and the sub-divisions shown below are based mainly on last year's timetable.

TODAY

Finals: Broadstone Investment Trust, Ladies Pride Outerwear.

FUTURE DATES

Interims—	
Elbief	Feb. 13
Helical Bar	Feb. 15
Pullman (R. and J.)	Feb. 21
Finals—	
Anglo-American Securities	Feb. 13
Baynes (Charles)	Feb. 25
Barton and Sons	Apr. 8
Bensfords	Feb. 20
Bibby (J.)	Mar. 11
First Scottish American Trust	Feb. 19
Marchwiel	Feb. 18
Nottingham Manufacturing	Feb. 18
River Plate & Gen. Inv. Trust	Feb. 14
Royal Insurance	Mar. 3
Scottish Eastern Inv. Trust	Feb. 18
Updown Investment	Feb. 20

PARKLAND BUYS CARAVAN PARK

Parkland Caravan Holidays, a subsidiary of Joseph Webb, has acquired Buttland Caravan Park, Manorbier, Pembroke, for £200,000 cash. The acquisition has been financed from available resources and the company does not intend at present to seek new funds from shareholders.

BUSINESSMAN'S DIARY

UK TRADE FAIRS AND EXHIBITIONS

Date	Title	Venue
Feb. 12—15	INFO 80—International Business Computing, Word Processing and Information Management Exhibition (01-647 1001)	Cunard International, London
Feb. 17—19	International Swimming Pool Exhibition (01-681 7055)	Metropole Hotel, Brighton
Feb. 17—21	International Men's and Boys' Wear Exhibition—IMBEX (021-705 6707)	Olympia
Feb. 18—21	European Information Management Exhibition and Conference (01-995 4806)	Wembley Conference Centre
Feb. 25—29	International Electrical Exhibition (0483 222888)	NEC, Birmingham
Feb. 25—29	International Instruments, Electronics and Automation Exhibition (021-705 6707)	NEC, Birmingham
Feb. 25—29	International Pneumatics and Hydraulics Exhibition, including Compressors and Power Transmission Equipment (021-705 6707)	NEC, Birmingham
Feb. 26—28	Drawing Office Show—DOMMDA (01-242 3621)	Wembley Conference Centre
Feb. 29—Mar. 9	Camping, Outdoor Holiday Exhibition and Motor Caravan Show (01-262 2886)	Olympia
Mar. 2—6	Autoquip Exhibition (01-235 7000)	Wembley Conference Centre
Mar. 2—6	International Contract Furnishing and Interior Design Exhibition (01-540 1101)	Olympia
Mar. 4—15	Chelsea Antiques Fair (0727 56069)	Chelsea Old Town Hall
Mar. 4—29	Ideal Home Exhibition (01-353 4000)	Earls Court
Mar. 11—13	Ready-to-Wear Fashion Fair (01-637 2400)	Bristol
Mar. 17—21	Brewex '80—International Brewing, Bottling and Allied Trades Exhibition (021 705 6707)	NEC, Birmingham

OVERSEAS TRADE FAIRS AND EXHIBITIONS

Date	Title	Venue
Feb. 9—15	International Games and Toys Exhibition (01-439 3964)	Paris
Feb. 11—14	Israeli Fashion Week (01-937 8050)	Tel Aviv
Feb. 11—15	Environmental Pollution Control Techniques Exhibition—ENVITEC (01-409 0956)	Dusseldorf
Feb. 11—21	International Paris Boat Show (01-439 3964)	Paris
Feb. 17—21	Middle East Machinery, Light Industry and Plant Maintenance Show (021-454 4416)	Bahrain
Feb. 19—22	Techex 80 World Fair for Technology Exchange	Atlanta, U.S.
Feb. 22—24	International Men's Fashion Week (01-409 0956)	Cologne
Feb. 26—29	World Fair of Technology Exchange—TECHEX (01-584 5749)	Copenhagen
Feb. 26—29	Offshore South East Asia Exhibition (01-486 1951)	Singapore
Mar. 2—9	International Agricultural Exhibition (01-439 3964)	Paris
Mar. 4—12	IMF 80 International Fair for Mechanical Handling	Basle
Mar. 10—13	International Footwear Fair	Elda
Mar. 15—21	World Photographic Exhibition—WORLD PHOTO (021-705 6707)	Singapore
Mar. 16—20	Middle East Business Equipment Show (01-486 1951)	Bahrain
Mar. 23—31	Spring Fair (01-935 8200)	Dubai

BUSINESS AND MANAGEMENT CONFERENCES

Date	Title	Venue
Feb. 11—12	AMR International: Positive Discipline (01-262 2732)	Grosvenor House Hotel, W1
Feb. 13—14	RRG Conferences: Captive Insurance Companies—Establishment, Operation, Management (01-236 2175)	Portman Hotel, W1
Feb. 14	IILP: International Licensing Problems and Solutions (01-584 5749)	St. Ermins Hotel, SW1
Feb. 18—19	AMR International: Energy Management in Buildings (01-262 2732)	Cumberland Hotel, W1
Feb. 18—19	ADMAP Seminars: Calculating the effects of advertising—How useful are they to the advertiser? (01-379 6576)	Lygon Arms Hotel, Worcs.
Feb. 19	The Economist: Joint-Ventures with the Chinese (01-839 7000)	Cafe Royal, W1
Feb. 19—20	CCC: Avoidance of Contractual Disputes in Construction Projects (01-222 6362)	Amsterdam
Feb. 20—21	IPM: Changes in the Law—What you should do (01-387 2844)	Connaught Rooms, WC2
Feb. 25—29	Moroccan Ministry of Trade and Industry in co-operation with UN Industrial Development Organisation: International Industrial Investment Forum (01-584 8827)	Rabat
Feb. 26—27	FT Conference: British Business Opportunities Overseas (01-236 4382)	Grosvenor House, W1
Feb. 28—29	FT Conference: Monopolies Mergers and Restrictive Practices (01-236 4382)	Munich
Mar. 3—4	Robert S. First: Dynamic Small European Companies in the Health Care Industry	Brussels
Mar. 3—4	FT Conference: World Motor Industry (01-236 4382)	Geneva
Mar. 4	The Institute of Directors: Are Chips Fattening? (01-940 4925)	Pall Mall, SW1
Mar. 5	British Printing Industries Federation: Books UK (01-242 6904)	London Press Centre
Mar. 5—7	SOCPO: Facing Change in the 1980's—The Role of the Personnel Function (Worcester 353366)	NEC, Birmingham
Mar. 5—6	BIM: Getting to Grips with Mini and Micro Computers (01-405 3456)	Parker Street, WC2

Parliament business this week

TODAY

COMMONS—British Aerospace Bill, remaining stages.

SELECT COMMITTEES—Home Affairs. Subject: Law on public order; deaths in police custody. Witnesses: Police Fed. (4.30 pm, Room 8). **Public Accounts.** Subject: Financial effects of Civil Service strike. Witnesses: Min. of Defence and Overseas Development Admin. (4.45 pm, Room 16).

TOMORROW

COMMONS — Education Bill, remaining stages. Consular Fees Bill, second reading.

LORDS—New Hebrides Bill, committee. National Heritage Bill, second reading. Matrimonial Homes (Co-ownership) Bill, second reading.

SELECT COMMITTEES — Foreign Affairs: Subject: Increase in overseas students' fees. Witnesses: British Council Overseas Students Trust (4.30 pm, Room 16).

WEDNESDAY

COMMONS — Education Bill, remaining stages.

LORDS—Debate on Government's industrial, financial and monetary policies. Criminal Justice (Amendment) Bill, third reading. Interpretation of *Legislation Bill*, second reading.

SELECT COMMITTEES—Education. Subject: Funding and organisation of courses in higher education. Witnesses: Cttee of Vice-Chancellors. Cttee of Directors of Polytechnics, Assoc. of Principals of Colleges (9.30 am, Room 6). **Energy.** Subject: Government's nuclear power programme. Witnesses: United Kingdom Atomic Energy Authority (10.45 am, Room 8). *Industry and Trade.* Witnesses: Trade Policy Research Centre (10.45 am, Room 16). **Employment.** Subject: Manpower Services Commission's Corporate Plan 1980-84. Witnesses: Manpower Services Commission (4.30 pm, Room 6).

THURSDAY

COMMONS—Debate on EEC fisheries policy.

LORDS—Debate on Government's airports policy. Debate on security in Northern Ireland.

SELECT COMMITTEES—Agriculture. Subject: Implications of *Common Agricultural* Policy on milk and dairy products. Witnesses: Prof. V. H. Beynon, Prof. J. C. Bowman (11.45 am, Room 16). **Home Affairs.** Subject: Deaths in police custody. Witnesses: DPP, Coroners' Soc., British Assoc. in Forensic Medicine (4.30 pm, Room 8).

FRIDAY

COMMONS—Private Members' Bills.

WEEK'S FINANCIAL DIARY

The following is a record of the principal business and financial engagements during the week. The Board meetings are mainly for the purpose of considering dividends and official indications are not always available whether dividends concerned are interims or finals. The sub-divisions shown below are based mainly on last year's timetable.

TODAY

COMPANY MEETINGS—
Sotheby Parke Bernet, 34-35, New Bond St., W, 4.30
Williams Lea, 234-248 Old St., E.C. 12.00

BOARD MEETINGS—
Finals:
Broadstone Investment Trust
Ladies Pride Outerwear
Murray Western Inv. Trust

DIVIDEND & INTEREST PAYMENTS—
Basset (Geo.), 1.63825p
British Sugar 5.885p
Bulmer (H. P.), 2.66p
C. H. Industrials, 0.9075p
Charterhouse Japhet Intnl. Finance B.V. Gtd. Floating Rate Notes 1985 $US58.77
Coalite, 1.29p
Con. of London 9½pc 78-80 4¾ pc
Electric and Gen. Inv., 0.85p
Elliott (E.), 1p
Giltspur, 1.5p
Guinness (Arthur) Ord. Units 6.65p, Do. Lns. 3½pc 5 pc
Huletts 6.457639p
Murray Caledonian Invst. Tst., 0.5p
Newman Inds., 1.39p
Saint Piran, 1p

TOMORROW

COMPANY MEETINGS—
Archimedes Invst. Tst., 37 Queen St., EC, 11.00
Hardys and Hanson, Kimberley Brewery, Nottingham, 12.00
NSS Newsagents, Ryde House, Chobham Road, Woking, Surrey, 2.30

BOARD MEETINGS—
Finals:
City and Foreign Investment
Crescent Japan Inv. Trust
Crest Nicholson
Ford (Martin)
Macpherson (Donald)
Weber Holdings
Interims:
Abercom
Guinness Peat
Meat Trade Suppliers
Reliance Knitwear
Webb (Joseph)

DIVIDEND & INTEREST PAYMENTS—
Archimedes Invst. Tst. Income 4.1p
Kunick 0.549p
Lep Group, 4p
Marling Inds., 0.42p
NSS *Newsagents*, 1.95p
Scottish Invst. Tst., 2.212p
UKO Intnl., 3.2p

WEDNESDAY, FEBRUARY 13

COMPANY MEETINGS—
Lloyds and Scottish, 8-9, Chesterfield Hill, W., 12.00

BOARD MEETINGS—
Finals:
Anglo-American Securities
Birmid Qualcast
General Consolidated Inv. Trust
Securicor
Security Services
Witter (Thomas)
Yeoman Inv. Trust
Interims:
Elbief
Press Tools

DIVIDEND & INTEREST PAYMENTS—
M and G European and General Fund Income Units, 0.833p
Nova (Jersey) Knit, 1.5p
Rotaprint, 1.1205p
Standard Chartered Bank Notes 1990, $U.S.58.14

THURSDAY, FEBRUARY 14

COMPANY MEETINGS—
Hickson and Welch, 140 Buckingham Palace Road, W., 11.45
K Shoes, Netherfield, Kendal, Cumbria, 12.00
Serck, Midland Hotel, B'ham., 12.00
Stenhouse, Central Hotel, Gordon St., Glasgow, 12.00
Utd. *Spring and Steel*, B'ham. Chamber *of Industry and Commerce*, 75, Harborne Road, B'ham., 12.00

BOARD MEETINGS—
Finals:
Adams and Gibbon
Howard Machinery
Imperial Group
Lancashire and London Inv. Trust
Renown Inc.
River and Mercantile Trust
River Plate and General Inv. Trust
Tribune Inv. Trust
Interims:
Ariel Industries
Dalgety
Douglas (Robert M.)
English Association of American Bond and Share Holders
Guildhall Property
Malaysia Rubber
Throgmorton Secured Growth Trust

DIVIDEND & INTEREST PAYMENTS—
Brockhouse 2.69p
Burton Group Ord and A 7p
Cohen (A.) Ord and A 2.365p
Guardian Invst. Tst. Db. 2, (76-86) 4 (1958 iss.) pc
Kitchen Queen 0.864p
Melody Mills 1p
Redfearn Nat Glass 11.27p
Scottish Met. Prop. Dbs. 3⅛ 3⁵⁄₁₆ (79-84) 3⁵⁄₁₆ (88-93) pc, Ln. 4½pc
Sobranie Ord. and N V Ord. 0.7p
Sotheby Parke Bernet, 5p

FRIDAY, FEBRUARY 15

COMPANY MEETINGS—
Lee (Arthur) and Sons, Tapton Hall, Shore Lane, Sheffield, 12.30
Plaxtons (Scarborough), Royal Hotel, Scarborough, 2.30
Status Discount, St. Mary's Gate, Sheffield, 2.00

BOARD MEETINGS—
Finals:
Alcan Aluminium (UK)
Arden and Cobden Hotels
Glasgow Stockholders Trust
Wagon Finance
Interim:
Helical Bar

DIVIDEND & INTEREST PAYMENTS—
Abbott Labs., 25 cts.
Aberdeen Tst. Db. 2 pc (Feb.)
African and European Invst., Pf. 3pc
Agricultural Mort. Cpn., 13½pc Bds. Red. 15/2/80 £6.0341
Anderson Strathclyde Ln. 3½ pc
Anglo American Asphalt, 1.065p
Anglo American Inv. Trust Pref. 3pc
Borg Warner, 67½ cts.
Braham Millar 0.3p
Bristol 13pc Red. 1985 6½ pc
British Building and Eng. Appliances, 1.35p
Brown (N.) Invsts., 0.625p
Burmah Oil Ln., 3½pc
Chase Manhattan, 70 cts.
Colgate Palmolive, 27 cts.
Contl. Insurance of America, 55 cts.
Fishguard and Rosslare Rly. and Harb. Gntd. Pf. (3½ pc) 2.43 pc
Greater London 13¼pc 1984 6⅝ pc, Do. 6½pc 90.92 3¼pc
Hollis Bros. and E.S.A., 1.4p
Imperial Continental Gas Assc. Cap. 5p
Intnl. Bank for Reconstruction and Devpt. 5pc 77-82, 2½pc
Jamaica 6pc 77-82, 3pc
K.C.A. Intnl., 2p
Kenya 5pc 78-82 2½ pc
Krung Thai (Cayman) Gntd. Fltg. Rate Notes due 1984 $U.S.60.69
Liverpool Daily Post and Echo 5pc Pf. 1.75pc
Lloyds and Scottish, 3.4p
Lucas Inds. Ln., 3¼pc
M. and G. Second Gen. Tst. Fund Income Units 4.4p
National 5pc Savings Bds., 71-81 2½ pc
Northchart Invsts. 5pcts. (30/9/79) (Rhod. Currency)
Plaxtons (Scarborough) 5pc
Sears Ln., 3½pc
Serck 1.2p
Southwark 12½pc Red. 1987 6¼pc
Sperry Cpn., 39 cts.
Stead and Simpson Ord. and A 1p
Trans Oceanic Tst., 4.2p
Treas. 3½pc 79-81 1¾pc, Do. 3pc 1982 1½ pc
United Spring and Steel 1.345p
Warner Communications Inc. 25 cts.
Wilson (Ambrose) 5½pc Pf. 1.925 pc
Zapata Cpn. 12 cts

SATURDAY, FEBRUARY 16

DIVIDEND & INTEREST PAYMENTS—
Southend-on-Sea 9¼pc Red. 81-83 4⅝pc
Uniroyal 5pc Pf. and 2nd Pf. 3.5pc

APPOINTMENTS

New managing director for Aveling Barford

Mr. Roger Lockwood has been appointed managing director of AVELING BARFORD, the construction equipment subsidiary of BL. He joined the company as parts operations director from Massey Ferguson in 1978.

This appointment follows recent BL announcement of a recovery plan for Aveling Barford which called for a degree of company re-organisation and product rationalisation. Since the implementation of the plan on January 1, 1980 the Aveling Barford new order intake has achieved over £1m per week.

Mr. Jack Smart, who delayed his retirement after a long and distinguished career with BL to formulate the Aveling Barford recovery plan, continues as *managing director of Aveling* Barford Holdings until March 31.

It was also announced that Mr. D. E. Wilde and Mr. J. M. Gifford had resigned from the Aveling Barford Board.

★

Mr. Alan Robb, chairman of the case and paper division of MARDON PACKAGING INTERNATIONAL, has become managing director of Ashton Containers in addition to his chairmanship of that company. He remains chairman of Ashton Paper Mill and Cundell Corrugated. *Mr. Don Savage* has been appointed deputy divisional chairman and has relinquished his position as managing director of Ashton Containers. Mr. Savage takes over the chairmanship of Duffin Containers, Mardon Composites, Cundell Sheet Plants and its subsidiaries, and the Cundell Rigid Box companies. In all these posts, he is responsible to Mr. Robb. Mr. Savage retains his present directorships of Ashton Containers and Ashton Paper Mill.

★

Mr. Nigel Hardy has been appointed group managing director and chief executive of *EYRE AND SPOTTISWOODE.* Mr. Christopher Reed has become non-executive deputy chairman and group marketing director, which will include export sales. **Mr. Ivor McNeill** continues as group sales director and **Mr. Malcolm Mair** as non-executive director.

★

Mr. Richard Croydon is to become director, DUNLOP IRRIGATION SERVICES from March 1. He succeeds Dr. G. D. T. Owen, who will be taking up a senior appointment in Dunlop's central personnel division. Mr. Croydon joined Dunlop Irrigation Services at the beginning of last year.

★

Mr. P. C. Franks has been appointed financial director of HAWKER SIDDELEY WATER ENGINEERING. He joined the company in 1973 as chief accountant and company secretary.

★

Mr. Chris Frost, group personnel director of DEXION, has moved to West Germany to be managing director of Dexion GmbH. Mr. Norman Parker has joined Dexion-Comino International, the parent company, as group technical and marketing director. He was previously with *the Hestair group*, where he was chairman and chief executive of Hestair Farm Equipment. He was also a member of the main *Hestair Board*, having joined the head office as managing director of Hestair International in 1975 with responsibility for group exports.

Dexion-Comino International has moved its headquarters from Wembley to Hunton Park, King's Langley, Hertfordshire. Tel. King's Langley 66161. Staff affected by the change include *group directors* and central financial, secretarial, personnel, publicity and PR departments.

★

Mr. M. W. Eve has been appointed deputy managing director of the international non-marine division of JARDINE MATHESON INSURANCE BROKERS.

★

Mr. Graham Dunsdon has been appointed assistant general manager of TSB INSURANCE SERVICES. Prior to his new post, Mr. Dunsdon was assistant general manager secretarial, personnel and legal, as well as company secretary.

★

Mr. M. J. Clark has been appointed managing director of BBI Lighting and managing director designate of MORISON OTT. As managing director he takes over as chief executive from **Mr. G. S. Poernig**, who remains chairman.

★

Mr. Chris Mardell has been appointed controller non-food division of the ROYAL ARSENAL CO-OPERATIVE SOCIETY succeeding Mr. T. G. J. Lewis, who will now devote all of his time to his responsibilities as the Society's deputy chief executive officer. Prior to taking up his new appointment, Mr. Mardell was manager of the Society's Westwood hypermarket at Broadstairs, in Kent.

★

Mr. T. R. M. Kinsey has joined the Board of MITCHELL COTTS GROUP as a non-executive director. He is *joint managing* director of the Delta Metal Company.

★

Mr. Barrie Howell has been appointed chairman of FREDERICK COYLE AND CO., a member of the Walter Lawrence Group. He takes over from Mr. John Redgrave who remains on the Board. Mr. Howell is a director of Walter Lawrence Homes.

★

Mr. Derek Lees and **Mr. Jim Whittaker** have been appointed joint managing directors of CAWDAW DYERS and **Mr. David O'Brien** has become financial director. Mr. S. B. E. Callaway has been made managing director of YORK STREET FURNITURE. Mr. H. Brown, sales director and Mr. R. Goodwin, works director. The parent concern is Cawdaw Industrial Holdings.

★

Mr. D. H. Tod is to retire as advisor to UNITED ARAB SHIPPING COMPANY from March 31. Mr. Tod was previously *general manager of* Kuwait Shipping Company and he became general manager of United Arab Shipping, on the merger of the companies in 1976, and held that post until the end of last year.

★

Swinton Insurance Brokers has purchased the controlling *interest of* AUGHTON AGENCIES, insurance brokers of Ormskirk and Southport, a business established by **Mr. George Parr** in 1963. *Mr. Parr will* be remaining as a director of the new company and **Mr. Kenneth Scowcroft, Mr. Brian Blake, Mr. Kenneth Bryan** and **Mr. Frank Blashill**, all of Swintons, will be joining the Board. This brings the number of branches of Swintons in the North West to 49.

★

Mr. A. V. Caddick has relinquished his directorship of GUARDIAN ROYAL EXCHANGE ASSURANCE following his retirement as senior general manager.

★

Mr. C. D. Hornsby has been elected national president of the INSTITUTION OF MINING ENGINEERS. He is deputy chief mining engineer with the Gateshead-based North East Area of the National Coal Board.

INSURANCE

Getting Borrie in the right perspective

BY OUR INSURANCE CORRESPONDENT

THE QUESTION—"Complaints against insurers—do we need an ombudsman?"—was discussed in a lunch-time lecture given almost a fortnight ago by Mr. Gordon Borrie, *Director* General of Fair Trading.

In a balanced and well argued paper, Mr. Borrie eventually said No—while along the way he had pertinent comments to make. Mentioning that 6,000 insurance complaints came to the notice of local authorities and citizens' advice bureaux last year, he emphasised that against the *many millions* of policies in existence the level of complaint was small. "Some complaints may not be justified or may arise because of factors outside the industry's control," he commented.

On the provision of cover he said: "Let me state quite clearly that I am not trying to tell insurance companies what a particular policy should cover—that is a matter for them to determine."

On surrender values he agreed that "*insurers must* be free to determine surrender values according to sound underwriting practice."

The Statement *of Insurance* Practice precepts — that the duty of disclosure must be brought to the proposer/policyholder's attention at inception and renewal—he classified as excellent, while on the question of *terminology* he *confessed* himself "well aware of the difficulties of putting into simple terms the meaning and effect of legal language—there is always the risk that simplification will distort rather than clarify."

Although I have *drawn these* quotations from the first third of Mr. Borrie's paper there are plenty more in the same vein subsequently. All might well seem to have come from an insurance establishment spokesman, if quoted without *attribution.*

This is particularly true of his concluding *comments*: "I do not think it necessary or desirable for there to be greater administrative control over the industry than is represented by the supervision and monitoring of solvency."

My reason for extracting all these comments is to emphasise that Mr. Borrie, far from making a "*sweeping* and comprehensive attack on the insurance industry," as one immediate press report suggested, gave credit where undoubtedly it is deserved.

Nevertheless, he isolated four main problem areas: the lack of adequate pre-purchase information (which can lead to disputes when claims arise, and on the life side to disappointment over *surrender values); the use of* legal insurance terminology instead of language "suitable for one of the better quality tabloid papers"; delays in payments of claims; and lack of publicity concerning claims procedures.

However, the Office of Fair Trading's evidence needs to be examined and the size of each problem evaluated, before insurers even concede there is a case to answer.

In Working Paper 73, published last spring, the Law Commissioners *declared their dislike* of the Statements of Insurance Practice, on the ground that these do not and cannot have the force of law.

However, Mr. Borrie and the OFT have promoted 18 self-regulatory codes of practice, because "for many purposes they have advantages over legislation," and regard the Statements *of Insurance Practice* as akin to these codes.

The statements have been operational for almost three *years: Mr. Borrie recommended* their review—a recommendation that has been now officially put to insurers by the Department of Trade.

In his words the review should have two aims: "First a check *should* be made to ensure that the existing statements are being complied with.

"Second the review should consider what improvements are required to make the statements effective in tackling the causes *of consumer* difficulties." In their various committees insurers will soon be undertaking this review.

Traffic warden appeal upheld

FAILURE TO comply with traffic directions by a traffic warden is not an offence that carries licence endorsement, the Divisional Court has ruled.

The ruling was given in the hearing of an appeal, supported by the Automobile Association, against endorsement of an AA member's licence after he was convicted of failing to comply with a traffic warden's directions. *In some similar cases* endorsement had been ordered, in others it had not.

INTERNATIONAL CAPITAL MARKETS

U.S. BONDS — BY IAN HARGREAVES

Fed rings the money changes

AT AROUND 4 pm on Friday, the U.S. Federal Reserve made a little piece of history when it put out its first set of "redefined" money supply figures.

Following the principle that nothing ever gets simpler, the Fed has discarded its M1 and M2 classifications in favour of M1 A (which is the old M1 minus chequeing accounts of foreign banks and official institutions), M1 B (M1 A plus chequeable deposits at institutions other than banks), M2 (a wide measure adding to M1 B other savings deposits, money market mutual fund shares and large overnight deposits by corporations), M3 (pretty well the old M2 or the new M2 plus large time deposits) and, finally, a catch all measure taking in many other forms of money, including Treasury bills and commercial paper.

Only the new M1 figures are available weekly, however, so these were the figures weary bond market analysts and traders were poring over at the end of a tense week. The wider measure will be reported monthly.

In the end, it was all a bit of an anticlimax. The market, having been roasted all week in conditions of volatility which exceeded even those which followed the Fed's credit package last October, allowed trading to peter out without any noticeable response to the brace of Ms.

Analysts' initial feelings are that M2 will be the most useful of the indicators for reading the underlying trends on inflation and likely Fed policy, the monthly interval being in any case a more useful one for making sound judgments. M1 B, meanwhile, will be the system's pulse, although no one was inclined to make too much of the fact that this measure showed a 5.6 per cent rate of gain in the last four-week period measured against an annual Fed target for M1 of 4 to 5 per cent. M1 B was up to $389bn in the week ended January 30 compared with $387.9bn the previous week.

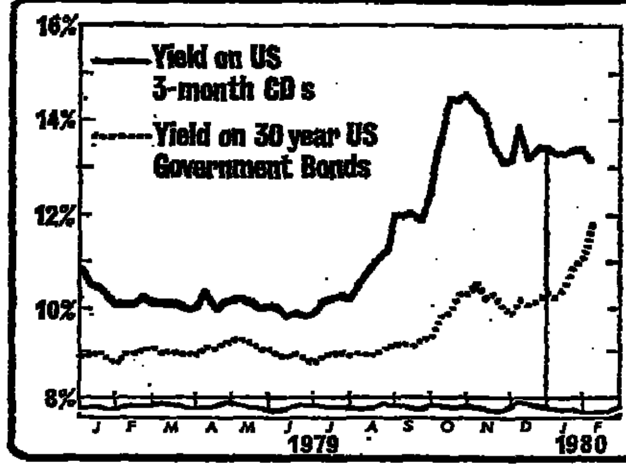
In broad terms, the Fed is still able to claim that the money growth figures are in line with its targets, but that did not prevent the bond markets last week sinking into near panic at what appeared to be a belated realisation that the President's expansionary budget, coupled with inflationary pressures in many commodities, mean that inflation in the U.S. will continue to buzz along in the low to mid teens.

It was a bad week to be worrying, with the Treasury in the market for a major refunding, to which the market responded with as much enthusiasm as an anorexic actress arriving for dinner at Sardis.

The result was the biggest two-day drop in bond prices that anyone can remember; a full three points were wiped off the value of some long bonds on Tuesday and Wednesday and the new Treasury issues set a series of record yields. The 3½-year notes went at 11.98 per cent, and the 30-year bonds at 11.84 per cent.

These dramatic rises in yield were somewhat eroded on Friday morning, but crept back upwards in the afternoon. The new 30-year bond closed with a yield of 11.56 per cent.

Meanwhile, on the stock market, bond-shocked investors are still piling their money into equities, with the result that the Dow Jones industrial average has pushed to within whispering distance of the 900 barrier it did not succeed in breaking last year. Salomon Brothers estimates that this year the proportion of total assets held in stocks by private non-insured pension funds has accelerated well beyond the 60 per cent mark, which is higher than its peak last year.



U.S. INTEREST RATES

	Week to Feb. 8 %	Week to Feb. 1 %
Federal funds	12.68	13.13
3-month com. paper	13.10	13.05
3-month Treasury bill	11.96	12.06
Treasury 30-year	11.62	11.08
Long-term AAA utility	13	12.375
Long-term AA ind.	12.50	11.875

Source: Salomon Brothers.

INTERNATIONAL BONDS — BY FRANCIS GHILES

Unplaced paper for sale

NOT A single dollar denominated Eurobond was on offer last week—the first time this has happened for many years, except for holiday periods. The appearance of a $20m convertible for the major Dutch printing and publishing company Elsezier, essentially aimed at Dutch institutional investors, hardly marked the opening of a "window" for new issues.

The price falls recorded in the New York and in the Eurobond market in the wake of the appearnce of the U.S. Treasury $7.25bn three-tranche issue of notes and bonds had not been matched before in the recent history of the Eurobond market over a 24-hour period.

Straight dollar bonds fell by up to three points in one trading day, though average falls were somewhat below this figure. Rumours were rife that certain bond houses had cut the list of bonds in which they make a market. In the event only Kuhn Loeb Lehman Brothers International reduced its list to issues which carry a sovereign guarantee and run for five years and more.

However, on Thursday and Friday prices rallied, especially those of U.S. corporate names. No dealer was prepared to bet that this rally was anything more than a breathing space on the way down. Despite this rally, prices of straight dollar bonds dropped by more than two points on the week, to a level where average yields now stand just over 13 per cent.

To give but two examples, the Continental Group 9⅝ per cent to 86 bond, which could be picked up on a yield of 13.91 per cent at the start of trading on Thursday, had gained nearly two points by Friday night, when it was yielding 13.38 per cent. Over the same 48 hours the Beneficial Finance 9¾ per cent bond to 87 saw its yield drop from 13.44 to 13.07 per cent.

The fall in prices last week was exacerbated as some of the bond houses which had built up large inventories of unsold bonds from their underwriting activities during the past seven months decided to cut their losses and dump the paper on the secondary market. It is believed that as much as 30-40 per cent of all the straight dollar issues arranged since the beginning of last July, which total $1.835bn, remained in the hands of lead managers and underwriters.

Some bond houses reported good business on Thursday and Friday but even dealers who had forecast the turn of events correctly were none too optimistic about the way prices of straight dollar bonds could be expected to move. "It is likely to be a one-way street" was how one of them laconically summed up the outlook. Floating rate note (FRN) issues had a good week, with a higher level of turnover later in the week than earlier.

Deutsche Mark foreign bonds continue to dominate the new issue calendar. The public offering for Australia was increased by DM 50m to DM 250m by the lead manager, Deutsche Bank, on Friday night and is expected to be priced at par the day after tomorrow. Meanwhile, the DM 100m issue which Dresdner Bank was due to bring for a European industrial address failed to appear because of disagreement between borrower and lead manager on the terms which were necessary to ensure success. The next issue in this sector is expected to be a DM 40m private placement through Commerzbank, due to be launched tomorrow.

Prices both of domestic and foreign Deutsche Mark bonds were a fraction weaker on the week. In the foreign sector older issues, especially those for less than prime quality names are suffering more than recent issues, practically all of which have been for prime quality borrowers. Brazilian bonds are being hit worse than most for this reason, but also because of fears about the economic and financial difficulties investors fear might hit the country this year. Thus the average yield on outstanding bonds for Brazilian borrowers has now risen to 9½ per cent to 10 per cent.

Swiss franc bonds improved by 1½ to 2 points on the week with two new issues announced for Japanese borrowers and the first floating rate note issue for a Moroccan name, a SwFr 30m 10-year bond for the Banque Marocaine pour le Development Economique.

The first SDR bond in 12 months was announced for Svenska Handelsbanken, through Kuwait International Investment Company. The borrower is raising SDR 15m (about $20m) for five years with a coupon of 5½ per cent.

Sterling bonds see-sawed throughout the week. The £50m issue for Citicrop got off to a rough start, and traded as low as 94½ to 95 earlier in the week. Most sterling bonds shed about ¾ on the week despite a slight rally last Friday.

CURRENT INTERNATIONAL BOND ISSUES

Borrowers	Amount m.	Maturity	Av. life years	Coupon %	Price	Lead manager	Offer yield %
U.S. DOLLARS							
‡††Hydro-Quebec	200	1985	5	12½	100	First Boston	12.500
§Elsezier-NDU	20	1995	15	8¾	100	Pierson Heldring	8.750
D MARKS							
‡**Kingdom of Sweden	100	1987	7	8	100	West LB	8.000
Australia	250	1990	10	8⅛	100	Deutsche Bank	8.125
SWISS FRANCS							
‡**ECSC	38	1986	—	5¼	100	Soditic	5.250
‡Japanese Develop. Bank (g'teed Japan)	100	1990	—	5¾	100	Credit Suisse	5.750
‡**Nichi Ei (g'teed Dai-Ichi Kangyo Bank)	20	1986	—	5¾	100	Paribas	5.750
†BNDE (g'teed Morocco)	30	1990	—	6⊕	100	BNP (Suisse), Banque Gutzwiller, Kurz	6.090
LUXEMBOURG FRANCS							
‡Arbed	500	1987	5.95	9¾	99½	Banque Intnl. à Lux.	9.852
GUILDERS							
‡**Nationale-Nederlanden NV	60	1987	7	10	100	Bank Mees en Hope	10.000
SPECIAL DRAWING RIGHTS							
Svenska Handelsbanken	15	1985	5	10½	*	KIIC, Nordic Bank, Svenska Handelsbank	*

* Not yet priced. ‡ Final terms. ** Placement. † Floating rate note. ⊕ Minimum. § Convertible. †† Registered with U.S. Securities and Exchange Commission. ¶ Purchase Fund.
Note: Yields are calculated on AIBD basis.

SCHULDSCHEINE — BY NICHOLAS COLCHESTER

An agreement in dispute

THE EXISTENCE of the Schuldscheindarlehen (SSD) agreement between the Bundesbank and the leading West German banks is the subject of dispute among the country's bankers. But such an agreement seems likely to become fully effective in the near future.

At the moment German bankers disagree about the pact, which was reportedly hammered out between the central banks and major banks at a meeting on January 22. "There is a gentlemen's agreement and we are abiding by it," says Herr Ganschinietz of West LB. "It is a wish of the Bundesbank which may become a requirement," says Herr von Burkersroda of Commerzbank. "There is no gentlemen's agreement," says Herr Pauli-Magnus of Hessische Landesbank.

Indeed, Helaba is indicating on the Reuter Monitor Service four-year SSDs on an offered basis yielding 8.25 per cent, and others with an average life of 2½ years (but a final life of just over four) to yield 8.3 per cent.

Dr. Leonhard Gleske, director of the Bundesbank, could not resolve the matter on Friday. "We are in private discussion with the banks and I cannot yet comment on the result," he said. Yet two weeks earlier a Bundesbank official had confirmed that a gentlemen's agreement had been reached.

SSD's, or "certificate loans," are far from being a curiosity for international investors. They provide the lion's share of German banks' overseas liabilities with a maturity of over one year. Such liabilities grew by roughly DM 20bn in 1979 after a rise of DM 14bn in the previous year. SSD's, thus seem to play an important part in the current trend of diversifying reserves and investments away from the U.S. dollar.

SSDs are negotiable, and this is the reason why the Bundesbank is unhappy with their widespread sale abroad, despite its willingness to allow foreigners to place D-Mark time deposits with German banks.

Negotiability means that, in contrast with time deposits, SSDs can be bought and sold in a secondary market during periods of currency speculation, thus affecting the D-mark exchange rate and German short-term interest rates. It is because of this potential disruption that the Bundesbank is unwilling to see foreign issues of SSDs increase the D-mark's role as a reserve currency.

But the immediate reason why overseas sales of SSDs may be curbed is mild in-fighting between the German banks. Early last year the big German universal banks were told by the Bundesbank not to raise long-term funds cheaply by issuing D-mark bonds to international investors through their Luxembourg subsidiaries. They retorted that, if they were to stop this, it would be only fair that the big Landesbanks be stopped selling SSDs abroad.

SSDs are reserve free if their final maturity is more than four years.

Yet it is easier to place a ban on the issue of securities than it is to draw the line between normal loans and deposits, which are allowed into West Germany, and those with sufficient documentary backing to be considered "negotiable." German bankers point out that the SSD is not categorised as a security and falls into a grey area which is difficult to regulate. Curb the SSD, they say, and some clever alternative, with a still more complicated name, could emerge in its place.

Official wheels turn slowly and it is an irony that by the time the new restraints were ready for the gentlemen's agreement the German current account deficit had loomed large, foreign interest in the D-Mark bond market had dwindled and the D-Mark was looking a little vulnerable. Far from being a threat SSD capital inflows might today be regarded as of use in funding the current account.

Nevertheless the word out of Frankfurt is that the official wheels will continue to turn and that new SSDs of less than five years average life will soon be harder to find outside Germany.

FT INTERNATIONAL BOND SERVICE

U.S. DOLLAR STRAIGHTS	Issued	Bid	Offer	Change on day	Change on week	Yield
Alcoa of Australia 10 89	50	83	83½	+0¼	−2½	13.19
Alex Howden XW 9½ 91	30	74	76	0	−1	14.00
Aquitaine Can. 11¼ 85	30	†91⅝	92⅛	−0⅜	−1¼	13.60
Australian Res. 9⅝ 84	30	87⅝	87⅞	0	−1¼	13.43
Avco O/S Cap. 10¾ 87	40	78¾	79¼	0	−0½	15.29
Beneficial Fin. 9¾ 87	100	83⅞	83⅜	+0⅜	−2¾	13.35
CECA Grad. Rate 12 86	100	93¾	94	+0½	−0⅝	13.46
CECA 11½ 90	50	91¼	92¼	−0⅜	−1⅛	13.18
CECA 9¾ 99	125	†78	79	+1½	+0½	13.17
Canadian Pacific 9¾ 89	50	81¾	82¼	+0⅜	−3⅜	13.21
Carter Hawley 9¾ 86	50	83½	84	+0⅝	−2⅞	13.69
Cominco Inv. E. 10¼ 91	40	83⅝	84⅛	+0½	−2¼	13.01
Continental Grp. 9⅝ 86	100	83½	84	+1⅛	−2⅛	13.55
Dome Petroleum 10 94	50	79¾	80¼	+1⅛	−2⅞	13.13
Dominion Bridge 10¼ 84	30	87⅛	87⅝	+0⅛	−3¼	14.29
EIB 11¾ 92	80	89	89¾	+1⅜	−1¼	13.59
EIB 10⅛ 87	100	86⅝	87⅛	0	−2¼	13.46
EIB 10.15 99	100	76⅞	78⅛	0	−4¼	13.90
Ekportfin 11¼ 87	50	91¾	92⅛	0	−1⅜	13.09
Export Dv. Cpn. 9¼ 84	100	88⅞	89⅜	+0¼	−1⅞	12.84
Export Dv. Cpn. 9¾ 84	150	89¾	90¼	+0⅝	−1⅜	12.73
Finland 9⅝ 89	100	82½	83¼	−0⅛	−1⅜	13.22
GTE Finance 9¾ 89	55	81⅛	81⅝	+0⅛	−4¼	13.31
GMAC 9¼ 86	100	83¾	84¼	+0⅝	−2¼	13.08
GMAC O/S Fin. 11 84	100	93⅛	93¾	+0⅝	−1⅞	12.86
Gould Int. Fin. 9¾ 85	50	85⅞	86⅜	+0⅛	−2⅝	13.80
ITT Antilles 9½ 89	75	81	81½	−0⅛	−2¼	13.10
Kennecott Int. 9½ 86	100	80⅝	81⅛	+0⅜	−3¼	14.29
Manitoba 9½ 89	75	80⅜	80⅝	+0⅝	−2½	13.34
Michelin 10 94	125	79½	80	−0⅛	−4¼	13.17
Nat. Des. Telecm. 9½ 86	100	85⅞	86⅜	+1⅛	−1¼	12.79
New Brunswick 9¾ 94	75	76	76½	+0⅜	−4¾	13.62
Newfoundland 10 94	50	77⅞	78⅜	+0⅝	−4½	13.65
Norges Komm. 9⅞ 99	100	77	78½	0	−3⅜	13.47
Norway 9½ 84	150	89	89½	+0¼	−1⅛	12.92
Nova Scotia Pwr. 9¾ 89	50	80⅝	81⅛	+0½	−2⅞	13.46
Occidental Fin. 10¼ 84	50	91⅞	92¼	+0⅞	−0⅝	12.73
Orient Leasing 9½ 86	25	84½	85	0	−2	13.14
Pennwalt O/S F. 9¾ 84	25	87⅜	87⅞	+0⅛	−2⅝	13.69
Pepsico Cap. 9¾ 84	100	88½	89	+0⅞	−2	12.97
Quebec Hydro 10 99	75	75	75¼	+1	−4½	13.70
Sears Roebuck 9 82	150	93	93½	+0¼	−0⅜	13.01
Statoil 9⅝ 89	100	81⅞	92⅜	+1¼	−2	12.98
Sweden 9¾ 89	100	81⅞	82¼	+1⅛	−2⅛	13.22
Sweden 9½ 86	200	86⅛	86⅞	+0⅝	−1⅜	13.11
Sweden 9⅜ 84	100	89½	90	+0⅛	−1½	12.83
Unilever NV 9¾ 87	100	82¾	83¼	+1⅛	−2⅝	12.91
Warner-Lambert 9 84	100	86½	86⅞	+0⅜	−2⅝	13.15

Average price changes... On day +0½ on week −2⅛

DEUTSCHE MARK STRAIGHTS	Issued	Bid	Offer	Change on day	Change on week	Yield
African Dev. Bk. 8 87	100	97½	98	0	−0⅛	8.40
Asian Dev. Bk. 7⅝ 89	100	92	92½	−0⅛	0	8.44
Barclays O'seas 6¾ 89	100	90⅝	91¼	0	+0⅛	8.17
BFCE 7¼ 87	100	98½	99	−0⅛	−0½	7.98
BFCE 8¼ 95	100	97¼	97¾	0	−0⅛	8.42
Brazil 8 87	150	93⅜	93⅞	−0⅛	−0⅛	9.22
CECA 7 91	150	91⅝	92⅛	−0⅛	0	8.15
Council of Eur. 7¾ 89	100	93⅜	93⅞	−0⅛	−1	8.28
Denmark 7⅞ 86	100	97⅛	97⅞	−0⅜	−0⅛	8.42
Denmark 8¼ 92	100	98⅜	98⅞	−0⅜	−0⅛	8.45
EEC 7⅞ 94	225	96⅜	96⅞	−0⅜	−0½	8.29
EIB 7½ 89	200	96⅞	97⅜	+0⅞	+2	7.96
Finland, Rep. of 8 86	150	98¾	99¼	−0⅜	+0⅜	8.19
Kobe, City of 7⅝ 89	150	93⅜	93⅞	−0⅞	−1⅜	8.11
Neder. Gasunie 8 86	100	102	102½	0	0	7.56
New Zealand 7⅜ 87	200	93⅞	94⅜	−1	−0⅞	8.16
Nippon Tel. & T. 5½ 87	100	85½	86¼	0	−0⅝	8.24
Norges Komm. 7¾ 91	150	96⅞	97⅜	−0⅛	−0½	8.12
Norway 6⅞ 84	200	94⅞	95⅜	−0⅛	+0⅛	7.62
Norway 7½ 85	250	98⅜	98⅞	−0⅜	−0⅛	7.81
OKB 8 87	40	88	89	0	0	8.23
OKB 7⅛ 89	100	95⅞	96⅜	−0⅛	+0⅛	7.98
World Bank 7¾ 9	400	95¼	95¾	−0⅜	−0⅝	8.37
World Bank 7⅞ 90	250	96⅛	96⅝	−0⅞	−0⅝	8.42

Average price changes... On day −0⅛ on week −0⅛

SWISS FRANC STRAIGHTS	Issued	Bid	Offer	Change on day	Change on week	Yield
Argentina 5½ 89	80	94¾	95	+0⅝	+2⅝	6.23
Aumar 5 89	60	92¾	93½	+0⅝	+1⅞	5.97
Australia 3¾ 89	250	89¾	90	+0⅝	+2⅛	5.03
Bergen, City of 4¾ 91	40	94⅛	94¾	−0½	+2½	5.43
BNDE 5 89	75	85	85½	+0½	+2½	7.20
BMW Overseas 4¾ 91	100	91⅞	92¼	−0¼	+0½	5.16
Caisse Nat. Tele. 4¾ 89	100	91⅜	91⅞	+0¼	+2⅜	5.51
Canada 3⅝ 89	300	89	89½	+0¼	+1	5.13
Copenhagen 4½ 91	60	89	89½	0	+0½	5.79
Council of Eur. 5 89	100	92	92¾	0	+1	6.08
EIB 4½ 91	100	88	88½	0	+2⅜	5.85
EIB 4⅝ 94	100	85½	86	−0½	+1	5.85
Elet. de France 4⅝ 89	100	92	92½	+0⅞	+1⅞	5.44
GZB 4¼ 89	100	88⅜	88⅞	+0⅛	+2⅞	5.81
Hilti 4½ 91	35	97	98	+3¾	+3¾	4.53
Int.-Amer. Dev. 4½ 89	100	91¼	91¾	−0⅛	+1⅞	5.68
Jutland Tele. 5½ 90	50	98⅜	98⅞	+0⅛	+0⅜	5.53
Malaysia 5 89	80	87½	88½	+0⅛	+1¼	6.72
Nippon Tel. & T. 4⅝ 89	100	94⅜	94⅞	0	+6½	4.94
Nordic Bank 5 89	45	94½	95	−0⅜	+2	5.73
Norges Komm. 4⅜ 91	100	87⅝	88⅛	−0⅛	+1⅜	5.83
OKB 3¾ 91	100	85	86	−0⅝	+1⅛	5.53
OKB 4½ 91	100	87⅝	88⅛	+0⅛	+2½	5.83
Oslo, City of 4⅜ 91	100	87½	88	+0⅛	+2⅛	5.83
Shikoku El. Pwr 4¾ 89	100	94¼	94½	+0⅛	−0⅛	5.52
Spain 4 91	100	86⅜	86⅞	0	+0⅛	5.67
Steweag 4¾ 91	80	92⅛	92⅝	−0⅛	+2	5.69
Voest-Alpine 4¾ 89	90	93½	94	+0½	+1	5.63
World Bank 4¾ 89	100	98⅞	99⅜	+0⅝	+2⅜	4.74
World Bank 4⅝ 89	150	91½	92	+0½	+1	5.50
World Bank 4⅝ 91	100	91⅜	91⅞	+0⅛	+1⅛	5.60

Average price changes... On day +0⅝ on week +1¼

YEN STRAIGHTS	Issued	Bid	Offer	Change on day	Change on week	Yield
Australia 5.6 83	30	88⅞	89⅞	−0⅛	−0⅞	9.14
Australia 6½ 88	20	84¾	85¾	−0⅛	−0⅛	9.15
EIB 7¾ 89	12	96¾	97¾	−0⅛	−0⅛	8.18
Finland 5.6 83	10	88½	89½	−0⅛	−0⅞	9.23
Finland 6.8 88	10	85½	86½	−1⅛	−2	9.34

Average price changes... On day −0⅛ on week −1

OTHER STRAIGHTS	Issued	Bid	Offer	Change on day	Change on week	Yield
Avco Fin. 10¼ 88 CS	25	81½	92¼	+0¼	−3⅛	14.86
Bell Canada 10¼ 86 C$	60	88½	89	+0⅛	−1⅞	13.37
Cr. Foncier 10¼ 84 C$	30	88⅜	88⅞	+0⅛	−1⅞	13.87
Ex. Dev. Cpn. 10 84 C$	50	88½	89	+0⅛	−2½	13.80
Fst. Can. Inv. 10 84 C$	50	88½	89	+1⅛	−0⅞	13.60
Hudson Bay 10½ 89 C$	60	85½	86	+1½	−0⅛	13.25
Quebec 10¼ 86 C$	50	85⅜	87⅜	+0⅛	−2⅛	13.38
R. Bk. Canada 10 86 C$	40	87⅜	88¼	+0½	−1½	12.87
R. Bk. Canada 10 84 C$	40	78¾	79¼	+1⅞	−5⅛	13.37
Copenhagen 8¾ 91 EUA	20	*98⅜	99⅜	0	0	8.84
M. Bk. Dnmk. 9 91 EUA	25	*94¾	95¾	0	−1	9.68
SOFTE 8⅜ 89 EUA	40	*87⅝	88½	0	−0⅛	10.33
Algemene Bk. 8¾ 84 Fl	75	97¼	97¾	0	0	8.91
Ned. Gasunie 8¾ 84 Fl	50	97½	98¼	−0⅜	−0⅛	9.33
Ned. Middbk. 8¾ 84 Fl	75	96½	97¼	−0¼	0	9.18
Norway 8¾ 84 Fl	100	95½	96⅛	−0⅛	−0⅛	9.50
Norway 8⅞ 84 Fl	100	95⅜	96⅛	0	−0⅜	9.36
Philips Lamps 8¾ 84 Fl	75	96½	97	−0⅜	−0⅛	9.27
Air France 11 84 FFr	120	96⅜	97⅛	−0⅛	−0⅛	11.92
Euratom 9⅞ 87 FFr	150	85⅝	85⅞	−0⅝	−0⅛	12.90
Finland 11 84 FFr	80	95⅛	95⅞	0	−0⅛	12.28
Finland 11½ 89 FFr	70	94⅛	94⅞	−0⅛	−0⅛	12.48
Gaz de France 11 84 FFr	150	96⅛	98⅛	−0⅛	−0⅞	11.98
IBM France 11⅞ 84 FFr	120	96⅛	97⅛	+0⅛	0	12.79
Renault 9¾ 85 FFr	100	87	87⅝	0	0	13.11
Saint-Gobain 9¾ 86 FFr	130	85⅛	85⅞	−0⅛	−0⅛	13.27
Solvay et Cie 9¾ 87 FFr	125	82⅞	83⅛	−0⅛	−0⅛	13.51
Total Oil 9⅞ 87 FFr	150	83⅜	84⅛	+0⅛	+0⅛	13.00
EIB 11½ 91 £	25	85⅛	86⅛	−0⅛	0	14.00
Finance for Ind. 13 91 £	15	92⅜	93⅜	+0⅝	−2⅜	14.25
Fin. for Ind. 12½ 89 £	30	91⅛	91⅞	+0⅛	0	14.15
Gen. Elec. Co. 12¼ 89 £	50	92⅛	93	+0⅛	−0⅞	13.96
Indonesia 8¾ 91 KD	7	†92⅞	93⅜	0	0	9.78
Mitsubishi 7½ 84 KD	10	†95⅛	95⅞	0	0	8.70
Norges Kom. 7½ 89 KD	12	†93⅜	93⅞	0	0	8.51
Occidental 8¾ 91 KD	7	†90⅛	90⅞	0	0	9.66
Akzo 9¾ 87 LuxFr	500	†94⅜	95⅛	−0⅛	−0⅛	10.25
Euratom 8 87 LuxFr	500	†89⅛	90⅛	−0⅛	−1⅛	10.08
Euratom 9¾ 88 LuxFr	500	†99⅛	100⅛	0	+0½	9.70
Oslo, City of 8 89 LuxFr	500	*90⅞	91½	0	0	9.50
Volvo 9⅞ 87 LuxFr	500	†98½	99½	0	+0⅛	9.93

FLOATING RATE NOTES	Spread	Bid	Offer	C.dte	C.cpn	C.yld
Allied Irish Bk. 5¾ 87	0¾	97⅞	98⅜	2/7	15⅝	15.41
Banco di Roma Int. 6 87	0¾	99½	100	26/4	15¾	15.79
Banco Urquijo 6 86	0¾	97⅞	98⅜	21/3	13⅝	13.83
Bank of Ireland 5⅞ 89	‡0¼	97¼	97¾	21/2	15.69	16.07
Bank of Tokyo 5¾ 89	‡0¼	97⅛	98⅛	25/4	14.56	14.84
Barclays O/S Inv. 5 90	0¼	97⅜	97⅞	13/6	14⅝	14.60
Bergen Bk. A/S 5 89	‡0¼	96⅞	97⅜	29/2	14.31	14.76
Bque. Indo Suez 5¾ 89	0¼	98⅛	98⅞	11/7	14.69	14.89
Citicorp O/S F. 8 94	‡0¼	98⅜	99⅝	8/3	14.44	14.60
Citicorp O/S F. 83	§‡0	99⅛	99⅞	23/2	15⅛	15.18
Citicorp O/S F. 84	‡0	99¼	99⅜	29/2	14⅜	14.70
Co-operative Bk. 6 86	0¾	97⅝	98⅛	15/5	15.06	15.39
Creditanstalt 5½ 91	§‡0¼	98	98½	14/3	14⅞	15.14
CNT 5¾ 86	§0¼	98⅜	99⅞	16/4	15.19	15.24
CZB 5½ 89	‡0¼	98⅛	98⅝	1/5	14⅜	14.83
Jugobanka 8 89	0⅞	91⅞	92⅜	23/5	16	17.34
Ind. Bank Japan 5¾ 87	0¼	97⅜	97⅞	15/4	14⅜	14.60
[illegible] 5⅝ 86	0⅛	97½	98	13/6	14⅜	14.58
LTCB Japan 5½ 89	0¼	97⅛	97⅝	7/6	14.19	14.55
Mfrs. Han. O/S 5¾ 94	‡0¼	98⅜	98⅞	29/2	13.81	14.01
Midland Intl. Fin. 5 89	0¼	99½	100	20/6	15	15.04
Nacional Fin. 6¾ 86	0¾	97¾	98¼	25/7	14.69	14.99
Nat. West. 5¾ 94	§0¼	97⅜	98⅜	11/4	14.94	15.24
Nippon Cred. Bk. 5⅝ 86	0¼	97⅛	97⅝	12/7	14.44	14.81
Royal Bk. Scot. 5¾ 94	§‡0¼	98⅜	98⅞	11/4	14⅝	14.83
Soc. C. de Bque. 6½ 87	0¾	96⅛	96⅝	3/4	13⅜	13.73
Sogenal 5¾ 89	§0¼	96⅞	97⅜	13/7	14.44	14.90
Sweden 8⅛ 91	‡0¼	97	97⅝	18/4	14.44	14.79
TVO Pwr. 9 91 (D-lock)	0⅞	97½	98	24/5	15.31	15.67
Williams & Glyn 5¾ 91	0¼	97⅛	97⅝	14/3	13	13.35
Bq. E. d'Alg. 4¾ 89 SF	0⅝	95	96	19/6	6.69	7.00

Average price changes... On day 0 on week 0

CONVERTIBLE BONDS	Cnv. date	Cnv. price	Bid	Offer	Chg. day	Prem
AGA Akt'bolag 7¾ 89	10/79	145	†107	108	+1	−14.31
Ajinomoto 7⅛ 95	2/80	618	96⅞	97⅞	0	5.63
Alco Int. Fin. 9¼ 94	1/80	40	96½	98	−0⅛	13.98
Asahi Optical 7 94	11/79	605	90⅝	91⅝	−0⅛	10.27
Canon 6¾ 94	8/79	570	105⅛	106⅝	−0⅛	0.85
Ciba-Geigy O/S F. 4 94	9/79	675	86	87½	+0⅛	−3.83
Credit Suisse 4¾ 93	10/79	1325	109⅞	111	−0⅛	−1.24
Daiei Inc. 6½ 94	11/79	1020	94½	95½	−0⅛	8.56
Ensearch Fin. 9½ 94	7/80	30.25	†109⅛	110⅛	−0⅛	6.06
LPC Internatnl. 8 89	9/79	35	113	114	+1	1.52
Maidensha Elec. 7 94	12/79	210	133¾	134¼	+0⅛	23.92
Mitsubishi Cp. 6½ 94	10/79	804	126⅜	127⅜	+0⅛	14.09
Nippon Seiko 7¾ 94	12/79	339	†100	101	+1	−3.51
Nitto Elec. Ind. 6 94	7/79	735	79¾	80¾	−0⅛	15.52
Toshiba Cpn. 7¾ 94	10/79	198	97⅞	98⅞	−0⅛	5.05
Union Bk. Switz. 5 89	2/80	125	104⅛	106⅛	−1⅛	0.81
Fujitsu 5 84 DM	7/79	475	101⅞	101⅞	+1	22.71
Kansai Elec. 4 84 DM	4/79	1234	84⅛	85⅛	−0⅛	49.96
Tokyu Ld. Cp. 4 86 DM	4/79	493	77⅜	78⅜	0	39.25
Uny Co. 6½ 85 DM	11/79	1071	93⅞	94⅞	−0⅛	15.81

BONDTRADE INDEX AND YIELD

	Medium term		Long term	
Feb. 8 ...	89.40	10.96	76.44	12.10
Feb. 1 ...	90.08	10.71	78.13	11.71
High '80...	91.03	(2/1)	81.19	(2/1)
Low '80...	89.40	(8/2)	76.44	(8/2)

EUROBOND TURNOVER (nominal value in $m)

	Cedel	Euroclear
U.S. $ bonds		
Last week	859.9	1,880.7
Previous week	454.7	1,678.7
Other bonds		
Last week	496.1	327.3
Previous week	355.8	354.1

* No information available—previous day's price.

† Only one market maker supplied a price.

STRAIGHT BONDS: The yield is the yield to redemption of the mid-price; the amount issued is in millions of currency units except for Yen bonds where it is in billions. Change on week=Change over price a week earlier.

FLOATING RATE NOTES: Denominated in dollars unless otherwise indicated. Coupon shown is minimum. C.dte=Date next coupon becomes effective. Spread=Margin above six-month offered rate (‡ three-month; § above mean rate) for U.S. dollars. C.cpn=The current coupon. C.yld=The current yield.

CONVERTIBLE BONDS: Denominated in dollars unless otherwise indicated. Chg. day=Change on day. Cnv. date=First date for conversion into shares. Cnv. price=Nominal amount of bond per share expressed in currency of share at conversion rate fixed at issue. Prem=Percentage premium of the current effective price of acquiring shares via the bond over the most recent price of the shares.

The list shows the 200 latest international bonds for which an adequate secondary market exists. The prices over the past week were supplied by: Arab Company for Trading Securities SAK; Kredietbank NV; Credit Commercial de France; Credit Lyonnais; Commerzbank AG; Deutsche Bank AG; Westdeutsche Landesbank Girozentrale; Banque Internationale Luxembourg; Kredietbank Luxembourg; Algemene Bank Nederland NV; Pierson, Heldring and Pierson; Credit Suisse/Swiss Credit Bank; Union Bank of Switzerland; Akroyd and Smithers; Bankers Trust International; Bondtrade; Credit Commercial de France (Secs.) London; Citicorp International Bank; Daiwa Europe NV; Deltec Trading Company; Dillon, Read Overseas Corporation; EBC; First Chicago; Goldman Sachs International Corporation; Hambros Bank; IBJ International; Kidder Peabody International; Merrill Lynch; Morgan Stanley International; Nesbitt Thomson; Salomon Brothers International; Samuel Montagu and Co.; Scandinavian Bank; Strauss Turnbull and Co.; Sumitomo Finance International; S. G. Warburg and Co.; Wood Gundy.

Closing prices on February 8

WORLD STOCK MARKETS

NEW YORK

[illegible]

CANADA

[illegible]

HOLLAND

[illegible]

JAPAN

[illegible]

ITALY

[illegible]

NORWAY

[illegible]

SWEDEN

[illegible]

SWITZERLAND

[illegible]

SINGAPORE

[illegible]

SOUTH AFRICA

[illegible]

FRANCE

[illegible]

AUSTRALIA

[illegible]

AUSTRIA

[illegible]

BELGIUM/LUXEMBOURG

[illegible]

GERMANY

[illegible]

DENMARK

[illegible]

HONG KONG

[illegible]

BRAZIL

[illegible]

TEL AVIV

[illegible]

Financial Rand US$1.06 (Discount of 13½%)

Indices

NEW YORK—DOW JONES

	Feb. 8	Feb. 7	Feb. 6	Feb. 5	Feb. 4	Feb. 1	1979-80 High	1979-80 Low	Since Compiln High	Since Compiln Low
● Industr'ls	896.73	885.42	881.85	876.62	875.09	881.48	887.81 (5/10)	796.67 (7/11)	1051.70 (11/73)	41.22 (2/7/32)
H'me B'nds	69.50	69.78	70.41	70.71	70.31	71.01	88.10 (15/6)	69.50 (8/2/80)	—	—
Transport.	305.80	298.08	294.51	284.18	282.58	283.58	305.80 (8/2/80)	205.78 (27/2)	305.80 (8/2/80)	12.23 (8/7/32)
Utilities	111.33	111.25	110.69	110.16	110.12	110.32	111.33 (8/2/80)	98.24 (24/10)	163.32 (20/4/69)	10.52 (28/4/42)
TradingVol 000's	57,860	57,690	51,550	41,880	45,070	46,610	—	—	—	—

●Day's high 901.11 low 879.86

	Feb. 1	Jan. 25	Jan. 18	Year ago (approx)
Ind. div. yield %	6.50	6.40	6.40	5.83

STANDARD AND POORS

	Feb. 8	Feb. 7	Feb. 6	Feb. 5	Feb. 4	Feb. 1	1979-80 High	1979-80 Low	Since Cmpil't'n High	Since Cmpil't'n Low
‡Indust'ls	135.70	131.62	130.88	128.59	129.20	130.16	135.70 (8/2/80)	107.08 (27/2)	134.64 (11/1/73)	3.52 (30/6/32)
§Composite	117.95	116.28	115.72	114.88	114.37	115.12	117.95 (8/2/80)	98.13 (27/2)	125.85 (11/1/73)	4.40 (1/6/32)

	Feb. 6	Jan. 30	Jan. 23	Year ago (approx)
Ind. div. yield %	4.92	4.89	4.97	5.16
Ind. P/E Ratio	8.22	8.29	8.14	8.80
Long Gov. Bond Yield	11.88	11.16	10.68	8.96

N.Y.S.E. ALL COMMON

Feb. 8	Feb. 7	Feb. 6	Feb. 5	1979-80 High	1979-80 Low
67.57	66.69	66.39	65.83	67.57 (8/2/80)	53.88 (27/3)

Rises and Falls

	Feb. 8	Feb. 7	Feb. 6
Issues Traded	1,917	1,924	1,915
Rises	837	808	757
Falls	695	746	816
Unchanged	385	370	342
New Highs	—	154	92
New Lows	—	42	58

MONTREAL

	Feb. 8	Feb. 7	Feb. 6	Feb. 5	1979-80 High	1979-80 Low
Industrial	389.21	374.82	367.55	367.24	389.21 (8/2/80)	219.19 (2/1)
Combined	352.18	348.08	340.82	340.54	352.18 (8/2/80)	228.89 (2/1)
TORONTO Composite	2108.4	2062.2	2022.9	2018.7	2108.4 (8/2/80)	1516.8 (2/1)

NEW YORK ACTIVE STOCKS

Friday	Stocks traded	Closing price	Change on day
Texaco	1,174,900	40½	+1⅛
Gulf Oil	1,083,000	47⅞	+3½
Mobil	784,700	67⅞	+1⅞
Occidental Pet.	710,400	31⅞	+⅝
Dow Chemical	699,500	38⅞	+5⅛
IBM	627,300	67⅞	+⅛
Ecmarx	614,100	35	+4
Chrysler	598,000	8⅞	−⅛
El Paso	582,400	30⅞	+2⅞
Squibb	584,000	33	−⅛

Base values of all indices are 100 except NYSE All Common—50; Standard and Poors—10; and Toronto—1,000; the last named based on 1975. † Excluding bonds. ‡ 400 Industrials. § 400 Industrials plus 40 Utilities, 40 Financials and 20 Transports. c Closed. u Unavailable.

Spanish prices, Page 14

Heavy final quarter loss for Braniff

BY IAN HARGREAVES IN NEW YORK

BRANIFF INTERNATIONAL, one of the world's most rapidly growing airlines in recent years, plummeted to a $51.4m loss in the final quarter of last year.

Mr. Harding Lawrence, chairman of the Texas-based airline, blamed the severity of the downturn on more than doubled fuel costs which, he said, Braniff was unable to pass on to customers because of cumbersome Civil Aeronautics Board procedures for clearing fare applications.

Braniff's poor fourth quarter meant a net loss for the year of $44.3m, or $2.21 a share, compared with profits of $45.23m, or $2.26 a share, in 1978. This was in spite of sales being up by more than 38 per cent to $1.34bn, a 40 per cent increase in revenue passenger miles and a higher load factor of 56.3 per cent (proportion of seats occupied).

For the quarter, sales were up 32 per cent at $261m. The $51.4m loss (equivalent to $2.57 per share, compared with earnings of $10.1m (51 cents per share) in 1978.

Mr. Lawrence said that in spite of continued pressure from fuel prices, he expected Braniff to be profitable this year, although he urged the CAB to move quickly on its plans to increase pricing flexibility. He also appealed to Congress to speed up the process of lifting regulations on the airlines' freedom to set prices and open new routes.

The key to the 1979 result, he said, was a windfall loss of $60m in fuel costs, but this had not prevented Braniff establishing itself in new routes and continuing to modernise its fleet, which he claimed would be the most modern of any major world airline by the end of this year.

Bookings this year looked promising, although Braniff was planning to reduce seat miles offered by 1.3 per cent and aircraft miles by 9 per cent in order to reduce costs.

Upturn at General Dynamics

BY OUR NEW YORK STAFF

GENERAL DYNAMICS, the leading U.S. defence contractor, has put the memory of its 1978 losses caused by cost over-runs on submarines behind it—with a report of record earnings in 1979.

The St Louis-based company earned $185m, equal to $6.85 a share on sales up 27 per cent to $4.06bn. This compared with a net loss of $48.1m in 1978, following a $186.7m loss negotiated with the navy on a submarine deal.

As a further mark that General Dynamics considers this problem to have been dealt with, Mr. P. Takis Veliotis, who has been in charge of changes in the shipbuilding division in the last two years, has been promoted to executive vice-president, Marine.

In the fourth quarter, earnings were $57.7m, or $2.14 a share, compared with $48.3m, or $1.80 a share, a year earlier. Sales in the quarter rose to $1.09bn, from $898m.

Mr. David S. Lewis, chairman of General Dynamics, said that each of the company's divisions and subsidiaries had been profitable in 1979. The company builds ships, submarines, aircraft, weapons, and fuselages for the McDonnell Douglas DC10.

The marine divisions, Quincy Shipbuilding and Electric Boat, over which Mr. Veliotis will have authority, both showed improved profitability. The company was optimistic about receiving orders for liquid natural gas tankers from American importers of natural gas, Mr. Lewis said.

The company's total order backlog rose in value by 14 per cent to $10.1bn, marking time in real terms.

General Dynamics has been one of the most active stocks on Wall Street in recent weeks, following the decision by President Carter to increase defence spending to counter Soviet aggression in Asia.

Advance at Selangor Coconuts

By Wong Sulong in Kuala Lumpur

SELANGOR COCONUTS Berhad, the plantation company, has reported a rise of 16 per cent in pre-tax profits for the six months to December, to 10.3m ringgit (U.S.$4.7m), on a turnover of 20.5m ringgit (U.S.$9.4m).

Rubber was the source of the better earnings. The rubber crop rose by 6 per cent to 5.44m kilos, while the price was higher by nearly 17 per cent.

The palm oil crop was marginally higher, at 33,000 tons of fresh fruits, while the price was also marginally better than previous levels.

Selangor Coconuts is paying an unchanged interim dividend of 10 per cent.

* * *

UNIVERSAL CABLE Berhad has declared a one-for-two scrip issue, following a good year, and the revaluation of its assets.

The company, which is involved in the supply of cables and other equipment, reports that pre-tax profits for the year ended December, rose strongly to 3.1m ringgits ($U.S. 1.4m), from 1m ringgits, as a result of heavy orders.

A final dividend of 6 per cent is declared on the old capital, bringing total dividend to 12 per cent.

Growth forecast at IBH Holdings

BY ROGER BOYES IN BONN

IBH HOLDING, the fast-growing West German construction equipment group, expects its turnover to top DM1bn ($575m) this year.

Herr Horst Dieter Esch, IBH chief executive, is convinced that despite poor prospects in the building equipment sector as a whole, his group looks set for rapid growth in 1980.

To some extent, Herr Esch bases his outlook on the acquisition last year of two companies—the Hanomag construction equipment interest of Massey-Ferguson, and Hymac, a subsidiary of the British Powell Duffryn group. These companies have boosted IBH's sales potential, though the group is having to carry out radical restructuring measures in both acquisitions. Hanomag is expected to add DM 450m to the total turnover this year, and Hymac is expected to produce a turnover of DM 198m, against DM 158.4m last year. IBH hopes that its overall turnover this year will be around DM 1.1bn.

But Herr Esch maintains that the new acquisitions are not the only growth factor. IBH's group of five German companies —Zettelmeyer, Hamm, Duomat, Baljer und Zembrod and Lanyz are expected to raise their joint turnover

PENDING DIVIDENDS

	Date	Announcement last year		Date	Announcement last year
AAH	Mar. 6	Int. 3.025	*IMI	Feb. 26	Final 2.003
Anglo-Amer. Inv.	Mar. 13	Final 520c	*Imperial Gp.	Feb. 14	Final 4.070
*Anglo Amer. Secs. Cpn.	Feb. 14	Sec. int. 2.3	Johnson and Firth Brown	Mar. 16	Int. 1.3
Ault and Wiborg	Mar. 9	Final 1.44	Kleinwort Benson	Mar. 13	Final 3.51
BSR	Mar. 9	Final 3.916	Lex Service	Mar. 8	Final 2.7
BTR	Mar. 14	Final 5.5	*Lloyds Bank	Feb. 22	Final 5.514
Barclays Bk.	Feb. 22	Final 7.41	London Shop Prop.	Mar. 1	Int. 0.901
Bath and Portland	Feb. 22	Final 2.014	*Marchwiel	Feb. 18	Final 3.0
*Bibby (J.)	Mar. 11	Final 6.732	Midland Bank	Mar. 9	Final 8.942
*Birmid Qualcast	Feb. 13	Final 3.476	*NatWest	Feb. 26	Final 7.15
British Enkalon	Feb. 28	Final nil	*Nottingham Manuf.	Feb. 18	Final 2.622
BP	Mar. 15	Final 16.885	Ransomes Sims	Feb. 28	Final 6.58
British Vita	Mar. 1	Final 1.6	Rentokil	Mar. 7	Final 1.15
Brooke Bond	Mar. 13	Int. 0.915	Rolls-Royce Motors	Mar. 12	Final 2.995
Brown Bros.	Feb. 22	Int. 0.53	Royal Dutch	Mar. 8	Final Fl 5.75
*Carrington Viyella	Feb. 20	Final 1.681	*Royal Insce.	Mar. 3	Final 11.5
*City Offices	Feb. 19	Final 0.791	*Securicor	Feb 13	Final 1.74
Colling (Wm.)	Mar. 15	Final 3.094	Shell	Mar. 8	Final 6.985
*Comm'l Bk. Aust.	Feb. 18	Int. 8.5 cents	Sime Darby	Feb. 19	Int. 11%
*Commercial Union	Feb. 26	Final 5.673	Smith and Nephew	Mar. 15	Final 1.780
Cons. Plants	Feb. 19	Int. 15%	Steetley	Mar. 15	Final 4.473
Corah	Mar. 8	Final 1.17	Sunley (B.)	Feb. 12	Int. 1.654
*Dalgety	Feb. 14	Int. 8.04	*Transport Dev.	Mar. 13	Final 2.351
De Beers Cons. Mines	Mar. 6	Final 45 cents	Tricontrol	Mar. 15	Final 0.837
Debenture Cpn.	Feb. 8	Final 1.95	*Tube Invs.	Mar. 19	Final 12.421
Ductile Steels	Mar. 13	Int. 2.119	*Turner and Newall	Mar. 12	Final 7.0
Fairclough Constr.	Mar. 13	Final 2.0	Unilever	Mar. 6	Final 27%
Fisons	Mar. 5	Final 8.337	*Union Corpn.	Feb. 18	Final 32 cents
General Accident	Feb. 28	Final 4.917	Utd. Biscuits	Mar. 13	Final 1.508
*Gen. Con. Inv. Tst.	Feb. 13	Final 2.95	Utd. City Merchants	Mar. 8	Int. 0.45
*Gen. Mining	Feb. 18	Final 39 cents	Utd. Real Prop.	Feb. 21	Int. 1.25
Grindlays	Feb. 27	Final 2.071	Vantona	Feb. 20	Final 5.01
*Guinness Peat	Feb. 12	Int. 2.25	*Wagon Finance	Feb. 15	Final 1.678
Hall Eng.	Mar. 16	Final 2.471	Wolseley-Hughes	Mar. 15	Int. 3.66
*HK & Shanghai Bank	Feb. 26	Final HK$0.60	Woolworth (F. W.)	Mar. 7	Final 3.245
Hoover	Mar. 1	Final 6.39			
*ICI	Feb. 28	Final 8.466			

* Board meeting intimated. † Rights issue since made. ‡ Tax free § Scrip issue since made. ¶ Forecast.

Public Works Loan Board rates

Effective from February 9

Years	Quota loans repaid by EIP†	A‡	at maturity§	Non-quota loans A* repaid by EIP†	A‡	at maturity§
Up to 5	15¾	15½	15⅞	16½	16⅝	16½
Over 5, up to 10	15⅝	15¼	14⅞	16¼	16	15⅝
Over 10, up to 15	15⅛	14⅞	14⅝	15⅞	15⅝	15½
Over 15, up to 25	14¾	14¾	14½	15¼	15¼	15
Over 25	14⅝	14½	14½	15⅛	15	15

* Non-quota loans B are 1 per cent higher in each case than non-quota loans A. † Equal instalments of principal. ‡ Repayment by half-yearly annuity (fixed equal half-yearly payments to include principal and interest). § With half-yearly payments of interest only.

BASE LENDING RATES

A.B.N. Bank	17 %	■ Guinness Mahon	17 %
Allied Irish Bank	17 %	■ Hambros Bank	17 %
Amro Bank	17 %	□ Hill Samuel	§17 %
American Express Bk.	17 %	C. Hoare & Co.	†17 %
Henry Ansbacher	17 %	Hongkong & Shanghai	17 %
A P Bank Ltd.	17 %	Industrial Bk. of Scot.	17½%
■ Arbuthnot Latham	17 %	Keyser Ullmann	17 %
Associates Cap. Corp.	17 %	Knowsley & Co. Ltd.	18½%
Banco de Bilbao	17 %	Lloyds Bank	17 %
Bank of Credit & Cmce.	17 %	Edward Manson & Co.	18 %
Bank of Cyprus	17 %	Midland Bank	17 %
Bank of N.S.W.	17 %	■ Samuel Montagu	17 %
Banque Belge Ltd.	17 %	■ Morgan Grenfell	17 %
Banque du Rhone et de la Tamise S.A.	17½%	National Westminster	17 %
Barclays Bank	17 %	Norwich General Trust	17 %
Bremar Holdings Ltd.	18 %	P. S. Refson & Co.	17 %
Brit. Bank of Mid. East	17 %	Rossminster	17 %
■ Brown Shipley	17 %	Ryl. Bk. Canada (Ldn.)	17 %
Canada Perm't Trust	17 %	Schlesinger Limited	17 %
Cayzer Ltd.	17 %	E. S. Schwab	17 %
Cedar Holdings	17 %	Security Trust Co. Ltd.	18 %
■ Charterhouse Japhet	17 %	Standard Chartered	17 %
Choulartons	17 %	Trade Dev. Bank	17 %
C. E. Coates	17 %	Trustee Savings Bank	17 %
Consolidated Credits	17 %	Twentieth Century Bk.	17 %
Co-operative Bank	*17 %	United Bank of Kuwait	17 %
Corinthian Secs.	17 %	Whiteaway Laidlaw	17½%
The Cyprus Popular Bk.	17 %	Williams & Glyn's	17 %
Duncan Lawrie	17 %	Wintrust Secs. Ltd.	17 %
Eagil Trust	17 %	Yorkshire Bank	17 %
E. T. Trust Limited	17 %		
First Nat. Fin. Corp.	18½%		
First Nat. Secs. Ltd.	18 %		
Robert Fraser	18 %		
■ Antony Gibbs	17 %		
Greyhound Guaranty	17 %		
Grindlays Bank	‡17 %		

■ Members of the Accepting Houses Committee.
* 7-day deposits 15%, 1-month deposits 15¼%.
† 7-day deposits on sums of £10,000 and under 15%, up to £25,000 15¼% and over £25,000 15½%.
‡ Call deposits over £1,000 15%.
§ Demand deposits 15%.

Fund management on the wane

BY COLIN MILLHAM

Discount houses are concentrating on the traditional areas of their business, as the move into other operations has been reversed over the last 12 months.

For over a century the houses have traded in the City, and have become the prime borrowers of banking and commercial liquidity for reinvestment in gilt-edged stock, bills of exchange, and other paper. But in recent years the houses have also moved into money broking and investment management.

This trend towards diversification may have come to an end however. The houses are now developing their traditional trade and showing a more aggressive approach to finding customers outside the City.

It is against this background that Union Discount and Gerrard and National sold their money broking subsidiaries last year, and was certainly not brought about by any pressure from the Bank of England.

Gillett Brothers is now the only discount house with a broking subsidiary, Kirkland Whittaker, but the company has decided to wind up its operations in fund management.

Gillett Brothers Discount Fund Management was set up less than three years ago, to be run by Mr. George McNeill, when Mr. David Whitby was chairman of the group. Mr. Whitby retired last year at the early age of 47, and Mr. McNeill has resigned as managing director of the fund management company from the end of this month to renew his association with Mr. Whitby.

Investment managements of fixed interest portfolios has been a popular trading operation in recent years, since it complements an area where discount houses have considerable experience, short-term gilt-edged investment.

King and Shaxson is perhaps the best known house operating in this field. It began the trend by forming a subsidiary in 1971, but Allen Harvey and Ross, Clive Discount and Gerrard & National are also involved.

One or two others have also looked at prospects in fund management, but decided that the potential size of the cake was too small to share profitably at a time when the houses have become very cost conscious.

Gillett Brothers Discount Fund Management made a small loss of £13,000 in its first full year, and has found the going tough ever since. It has probably not been alone in this since customers, who are generally private individuals with £5,000 or £10,000 to invest, will judge performance very critically. King and Shaxson had a head start on everyone else, and it seems that Allen Harvey and Ross has made a success of this venture, but elsewhere the picture is probably not too bright.

GOLD

	February 8		February 7	
Gold Bullion (fine ounce)				
Close	$695-700	(£302.4-304.55)	$695-700	(£302-304)
Opening	$688-693	(£298.75-300.90)	$712-717	(£308-310)
Morning fixing	$686.50	(£298.401)	$704	(£305.119)
Afternoon fixing	$692	(£300.830)	$699.25	(£303.034)
Gold Coins				
Krugerrand	$698-703	(£304-307)	$691-696	(£302-306)
Mapleleaf	$698-703	(£304-307)	$692-698	(£302-306)
New Sovereigns	$170-173	(£74-76)	$172-174	(£73-75)
King Sovs.	$174-178	(£75½-78½)	$174-179	(£73-77)
Victoria Sovs.	$175-178	(£76-79)	$176-182	(£75-80)
Fr 20 Napoleon	FFr695-705	(SFr256-265)	FFr705-715	(SFr250-260)
50 pesos Mexico	$850-860		$875-885	
100 Cor. Austria	$665-675		$670-680	
$20 Eagles	$800-810		$805-815	
$10 Eagles	—		—	
$5 Eagles	—		—	

OTHER MARKETS

Feb. 8	£	$		£ Note Rates
Argentina Peso	3836-3856	1670-1680	Austria	28.55-28.80
Australia Dollar	2.0730-2.0750	0.9025-0.9030	Belgium	66.15-66.65
Brazil Cruzeiro	100.10-101.10	43.55-44.00	Denmark	12.52-12.59
Finland Markka	8.50-8.51	3.7005-3.7025	France	9.31-9.37
Greek Drachma	88.524-90.617*	38.15-38.35	Germany	3.99-4.015
Hong Kong Dollar	11.15-11.17	4.8580-4.8610	Italy	1865-1960
Iran Rial	n/a	n/a	Japan	554-559
Kuwait Dinar (KD)	0.620-0.630	0.2721-0.2722	Netherlands	4.40-4.43
Luxembourg Frc.	64.95-65.05	28.27-28.29	Norway	11.22-11.29
Malaysia Dollar	4.9875-4.9975	2.1755-2.1765	Portugal	111-115½
New Zealand Dlr.	2.3305-2.3325	1.0136-1.0160	Spain	151¼-158¼
Saudi Arab. Riyal	7.67-7.77	3.3595-3.3602	Sweden	9.56-9.62
Singapore Dollar	4.9400-4.9500	2.1540-2.1550	Switzerland	3.12-3.73
Sth. African Rand	1.8780-1.8800	0.8170-0.8180	United States	2.2945-2.30¼
U.A.E. Dirham	8.55-8.65	3.7428-3.7435	Yugoslavia	48-51

Rate given for Argentina is free rate. * Indication only.

THE DOLLAR SPOT AND FORWARD

Feb. 8	Day's spread	Close	One month	% p.a.	Three months	% p.a.
UK†	2.2925-2.3110	2.2980-2.2990	0.75-0.65c pm	3.65	1.80-1.70 pm	3.04
Ireland†	2.1228-2.1270	2.1228-2.1238	0.80-0.70c pm	4.24	2.10-2.00 pm	3.86
Canada	1.1585-1.1593	1.1590-1.1593	0.02c pm-0.01 dis	0.05	0.17-0.14 pm	0.53
Nethlnd.	1.9170-1.9225	1.9170-1.9190	0.43-0.33c pm	2.38	1.40-1.30 pm	2.81
Belgium	28.22-28.29	28.27-28.29	½-2c dis	−0.53	1-3 dis	−0.28
Denmark	5.4345-5.4465	5.4450-5.4465	2.60-3.10ore dis	−6.28	7.20-7.70dis	−5.47
W. Ger.	1.7370-1.7440	1.7385-1.7395	0.82-0.72pf pm	5.31	2.55-2.45 pm	5.75
Portugal	50.10-50.25	50.15-50.25	13-23c dis	−4.30	40-70 dis	−4.38
Spain	66.27-66.34	66.31-66.34	25-40c dis	−5.88	85-105 dis	−5.73
Italy	806.40-807.25	806.90-807.10	2-2½ lire dis	−3.53	9½-10¼ dis	−4.83
Norway	4.8650-4.8730	4.8700-4.8715	1.00-0.50ore pm	1.85	3.55-3.05 pm	2.71
France	4.0710-4.0790	4.0775-4.0790	0.62-0.52c pm	1.68	1.75-1.65 pm	1.67
Sweden	4.1465-4.1500	4.1485-4.1500	par-0.20ore dis	−0.29	par-0.20 dis	−0.10
Japan	240.65-241.90	241.65-241.75	1.25-1.10y pm	5.83	3.45-3.30 pm	5.58
Austria	12.472-12.505	12.50-12.50½	5.40-4.80gro pm	4.89	17.75-15.75pm	5.36
Switz.	1.6140-1.6270	1.6170-1.6180	1.19-1.12c pm	8.57	3.60-3.52 pm	8.80

† UK and Ireland are quoted in U.S. currency. Forward premiums and discounts apply to the U.S. dollar and not to the individual currency.

THE POUND SPOT AND FORWARD

Feb. 8	Day's spread	Close	One month	% p.a.	Three months	% p.a.
U.S.	2.2925-2.3110	2.2980-2.2990	0.75-0.65c pm	3.65	1.80-1.70 pm	3.04
Canada	2.6580-2.6785	2.6630-2.6640	0.85-0.75c pm	3.60	2.42-2.32 pm	3.56
Nethlnd.	4.40-4.44	4.40¾-4.41¾	2⅛-1⅝c pm	5.78	7-6 pm	5.89
Belgium	64.76-65.30	64.95-65.05	18-8c pm	2.40	45-35 pm	2.46
Denmark	12.48½-12.56½	12.52-12.53	1⅞-3⅝ore dis	−2.63	6⅞-8⅞ dis	−2.47
Ireland	1.0775-1.0865	1.0810-1.0820	0.03-0.13p dis	−0.89	0.17-0.27dis	−0.81
W. Ger.	3.98½-4.02½	3.99½-4.00½	3½-2½pf pm	9.00	9¼-8¼ pm	8.75
Portugal	115.00-116.00	115.10-115.30	par-50c dis	−2.60	par-100 dis	−1.74
Spain	152.00-153.10	152.35-152.45	par-50c dis	−1.97	70-170 dis	−3.15
Italy	1,850-1,864	1,854½-1,855½	¼ lire pm-1¼ dis	−0.16	7¼-9¼ dis	−1.89
Norway	11.16-11.26	11.19¼-11.20¼	6-4ore pm	5.36	17¼-15¼ pm	5.80
France	9.35-9.41	9.36½-9.37½	4¾-3¾c pm	5.44	11½-10½ pm	4.69
Sweden	9.50½-9.60½	9.53½-9.54½	3¼-1¾ore pm	2.83	7½-5½ pm	2.72
Japan	550-560	555-556	4.60-4.30y pm	9.61	12.10-11.80	8.60
Austria	28.63-28.85	28.72-28.77	25-15gro pm	8.35	65-55 pm	8.35
Switz.	3.71-3.75	3.71½-3.72½	4½-3½c pm	11.89	11½-10½ pm	11.83

Belgian rate is for convertible francs. Financial franc 66.35-66.45. Six-month forward dollar 2.85-2.75c pm, 12-month 4.15-4.05c pm.

EURO-CURRENCY INTEREST RATES

The following nominal rates were quoted for London dollar certificates of deposit: one-month 13.90-14.00 per cent; three-months 14.10-14.20 per cent; six-months 14.35-14.35 per cent; one year 13.90-14.00 per cent.

Feb. 8	Sterling	U.S. Dollar	Canadian Dollar	Dutch Guilder	Swiss Franc	West German Mark	French Franc	Italian Lira	Asian $	Japanese Yen
Short term	N/A	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
7 days' notice	N/A	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Month	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Three months	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Six months	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
One year	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

Long-term Eurodollar two years 13⅛-13⅞ per cent; three years 12⅞-13⅜ per cent; four years 12⅝-13 per cent; five years 12⅝-12⅞ per cent; nominal closing rates. Short-term rates are call for sterling, U.S. dollars, Canadian dollars and Japanese yen; others two-day's notice. Asian rates are closing rates in Singapore.

LONDON MONEY RATES

Feb. 8 1980	Sterling Certificate of deposit	Interbank	Local Authority deposits	Local Auth. negotiable bonds	Finance House Deposits	Company Deposits	Discount market deposits	Treasury Bills ♦	Eligible Bank Bills ♦	Fine Trade Bills ♦
Overnight	—	16¾-22	—	—	—	17¼-17½	16½-17	—	—	—
2 days notice	—	—	17⅝	—	—	—	—	—	—	—
7 days or	—	—	—	—	—	—	—	—	—	—
7 days notice	—	17¼-17⅝	17⅝-17⅞	—	—	—	—	—	—	—
One month	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Two months	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Three months	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Six months	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Nine months	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
One year	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Two years	—	—	[illegible]	—	—	—	—	—	—	—

Local authorities and finance houses seven days' notice, others seven days fixed. * Long-term local authority mortgage rates nominally three years 15¼-15½ per cent; four years 15¼-15¾ per cent; five years 15⅜ per cent. ♦ Bank bill rates in table are buying rates for prime paper. Buying rates for four-month bank bills 16⅞ per cent; four-month trade bills 17⅝ per cent.

Approximate selling rates for one-month Treasury bills 15⅞-15⅝ per cent; two-months 15⅞-16⅜ per cent; three-months 16⅝-16⅞ per cent. Approximate selling rate for one-month bank bills 17⅜-17⅝ per cent; two-months 17⅛-17⅞ per cent; three-months 17⅞ per cent; one-month trade bills 17⅞ per cent; two-months 17⅞ per cent and three-months 17⅞ per cent.

Finance Houses Base Rates (published by the Finance Houses Association) 17 per cent from February 1, 1980. Clearing Bank Deposit Rates for sums at seven days' notice 15 per cent. Clearing Bank Rates for lending 17 per cent. Treasury Bills: Average tender rates of discount 16.1741 per cent.

CURRENCY RATES

Feb. 8	Bank rate %	Special Drawing Rights	European Currency Unit
Sterling	17	0.571834	0.636096
U.S. $	12	1.31674	1.45428
Canadian $	14	1.52584	1.66198
Austria Sch.	3¾	16.4382	17.9214
Belgian F	10½	37.2177	40.5579
Danish K	11	7.15461	7.81238
D'Mark	6	2.29294	2.49881
Guilder	9	2.53012	2.75784
French Fr	9½	5.37306	5.85259
Lira	15	1062.61	1157.47
Yen	6¼	317.071	345.666
Norwgn. Kr.	9	6.41394	6.98539
Spanish Pta	8	87.3762	95.1258
Swedish Kr.	10	5.48447	5.95396
Swiss Fr	1	2.13667	2.32813

RECENT ISSUES

EQUITIES

Issue Price p	Amount Paid Up	Latest Renunc. Date	1979/80 High	Low	Stock	Closing Price p	+ or −	Div. P. or Amount	Times Covered	Gross Yield	P.E. Ratio
‡70	F.P.	—	92	82	††Bio-kil Chem. 10p	88	.....	‡4.9	1.2	8.0	14.0
363	F.P.	20/2	395	341	B.P. New	394	+2	‡13.75	6.8	5.0	7.1
‡80	F.P.	7/3	108	98½	Emess Lighting	108	.....	b6.0	3.0	7.9	4.9
¶	F.P.	25/1	153	119	Haynes P'blish'g 20p	153	+1	bd6.0	2.1	6.6	10.5
10	F.P.	—	11	10	Keep Inv. Trust 5p	11	.....	—	—	—	—
¶	F.P.	11/1	89½	68	Spring Ramo 10p	89½	+1	b4.0	1.6	6.7	[illegible]
‖‖	F.P.	—	£27	£25	Wereldhave NVDFL26	£25	.....	QF1.0	1.1	5.5	16.7

FIXED INTEREST STOCKS

Issue Price £	Amount Paid Up	Latest Renunc. Date	1979/80 High	Low	Stock	Closing Price £	+ or −
¶	F.P.	—	37p	36p	Aurora 3.85% Cum. Pref.	36½p	[illegible]
¶	F.P.	28/3	98¼	98½	B'mem'th & District W'ter Red. Prf. 1985	98¼	[illegible]
‖ 120p	Nil	15/4	1ppm	1ppm	Cliffords Dairies 10% Cum. Pref.	1ppm	[illegible]
¶	£	30/5	10	9¾	Felixstowe Dock 9¾% Cum Red Pref.	[illegible]	[illegible]
¶	F.P.	—	96p	95p	Hewitt (J.) 10% Cum. Pref.	96p	[illegible]
¶	£10	29/2	10	9¾	Ind. & Uxbridge Var. Rate Red. 1985	[illegible]	[illegible]
¶	F.P.	13/3	90p	78p	Thorn Elec. 7% Con. Red. 2nd Cum. Prf.	92p	+2

"RIGHTS" OFFERS

Issue Price p	Amount Paid Up	Latest Renunc. Date	1979/80 High	Low	Stock	Closing Price p	+ or −
121½	F.P.	24/1 21/2	25½	14½	Associated British Engineering	20½	−½
53½	Nil	—	33pm	25pm	Edwards (Louis C.)	33pm	+1
40	F.P.	22/1 29/2	94pm	80pm	Elson & Robbins	94pm	[illegible]
60	F.P.	3/1 24/1	180	92	Hammerson Prop. A	180	+15
A$1	Nil	—	45pm	30pm	Hanimex Corp.	45pm	[illegible]
60cts	Nil	—	33pm	12pm	Pancontinental	32pm	[illegible]
25	Nil	20/2 13/3	38pm	32pm	Paringa	32pm	[illegible]
25p	Nil	31/2 13/3	67pm	53pm	Premier Cons. Oilfields	53pm	+8
34	F.P.	11/1 1/2	44	44	Wearwell	44	[illegible]

Renunciation date usually last day for dealing free of stamp duty. b Figures based on prospectus estimate. g Assumed dividend and yield. u Forecast dividend: cover based on previous year's earnings. F Dividend and yield based on prospectus or other official estimates for 1979. Q Gross. T Figures assumed. ‡ Cover allows for conversion of shares not now ranking for dividend or ranking only for restricted dividends. § Placing price to public. pt Pence unless otherwise indicated. ¶ Issued by tender. ‖ Offered to holders of ordinary shares as a "rights". ** Issued by way of capitalisation. §§ Reintroduced. ¶¶ Issued in connection with reorganisation, merger or take-over. ‖‖ Introduction. □ Issued to former preference holders. ■ Allotment letters (or fully-paid). • Provisional or partly-paid allotment letters. ★ With warrants. †† Unlisted security. ‡‡ Issued as units comprising 2 income shares and 10 Capital shares at 125p per unit. † Dealings under special rule.

LOCAL AUTHORITY BOND TABLE

Authority (telephone number in parentheses)	Annual gross interest %	Interest payable	Minimum sum £	Life of bond Year
Alyn and Deeside (0244 531212)	13½	½-year	5,000	1
Barnsley (0226 203232)	14⅛	½-year	1,000	2
Knowsley (051-548 6555)	15¼	½-year	1,000	1
Redbridge (01-478 3020)	15	½-year	1,000	1
Redbridge (01-478 3020)	14¾	½-year	200	2-3
Redbridge (01-478 3020)	14	½-year	200	5-6

CORAL INDEX: Close 458-463 (unchanged)

UNIT TRUST SERVICE

OFFSHORE & OVERSEAS—contd.

Schroder Life Group
Enterprise House, Portsmouth. 0705 27733
International Funds

Lloyds Bk. (C.I.) U/T Mgrs.
P.O. Box 195, St. Helier, Jersey. 0534 27561

[illegible]

FT UNIT TRUST INFORMATION SERVICE

AUTHORISED UNIT TRUSTS

Abbey Unit Tst. Mngrs. (a)

Allen Harvey & Ross Unit Tst. Mngrs.

Allied Hambro Group (a)(g)

Anderson Unit Trust Managers Ltd.

Ansbacher Unit Mgmt. Co. Ltd.

Arbuthnot Securities Ltd. (a)(c)

Archway Unit Tst. Mgs. Ltd. (a)(c)

Barclays Unicorn Ltd.(a)(c)(g)

Baring Brothers & Co., Ltd.(a)(x)

Bishopsgate Progressive Mgmt. Co.

Bridge Fund Managers (a)(c)

Britannia Trust Management (a)(g)

The British Life Office Ltd.(a)

Brown Shipley & Co. Ltd.(a)

Canada Life Unit Trst. Mngrs. Ltd.

Capel (James) Mngt. Ltd.

Carliol Unit Fd. Mgrs. Ltd.(a)(c)

Charities Official Invest. Fund

Chieftain Trust Managers Ltd.(a)(g)

Confederation Funds Mgt. Ltd. (a)

Cosmopolitan Fund Managers

Craigmount Unit Tst. Mgrs. Ltd.

Crescent Unit Tst. Mgrs. Ltd. (a)(g)

NOTES

Discretionary Unit Fund Managers

E. F. Winchester Fund Mngt. Ltd.

Emson & Dudley Tst. Mngmt. Ltd.

Equity & Law Un. Tr. M.(a)(b)(c)

Fidelity International Management Ltd.

James Finlay Unit Trust Mngt. Ltd.

Framlington Unit Mgt. Ltd. (a)

Friends' Provdt. Unit Tr. Mgrs.

Funds in Court

G.T. Unit Managers Ltd.

G. & A. Trust (a) (g)

Gartmore Fund Managers (a)(g)

Gibbs (Antony) Unit Tst. Mgs. Ltd. (a)

Govett (John)

Grieveson Management Co. Ltd.

Guardian Royal Ex. Unit Mgrs. Ltd.

Henderson Administration (a)(c)(g)

Hill Samuel Unit Tst. Mgrs.

Investment Intelligence Ltd.(a)(g)

Key Fund Managers Ltd. (a)(g)

Kleinwort Benson Unit Managers

L. & C. Unit Trust Management Ltd.

Legal & General Tyndall Fund

Leonine Administration Ltd.

Lloyds Bk. Unit Tst. Mngrs. Ltd. (a)

Lloyd's Life Unit Tst. Mngrs. Ltd.

Local Authorities' Mutual Invest. Tst.

M & G Group (y)(c)(z)

ManuLife Management Ltd.

Mayflower Management Co. Ltd.

Mercury Fund Managers Ltd.

Midland Bank Group Unit Trust Managers Ltd.(a)

Minster Fund Managers Ltd.

MLA Unit Trust Mngmnt. Ltd.

Murray Johnstone U.T. Mgmt.(a)

Mutual Unit Trust Managers (a)(g)

National and Commercial

National Provident Inv. Mngrs. Ltd.

National Westminster (a)

NEL Trust Managers Ltd.(a)(g)

Northgate Unit Trust Managers Ltd.

Norwich Union Insurance Group (b)

Pearl Trust Managers Ltd. (a)(g)(z)

Pelican Units Admin. Ltd. (g)(x)

Perpetual Unit Trust Mngmt.(a)

Practical Invest. Co. Ltd.(y)(c)

Provincial Life Inv. Co. Ltd.

Prudl. Portfolio Mngrs. Ltd.(a)(b)(c)

Quilter Management Co. Ltd.

Reliance Unit Mgrs. Ltd.

Ridgefield Management Ltd.

Rothschild Asset Management (g)

Rowan Unit Trust Mngt. Ltd.(a)

Royal Tst. Can. Fd. Mgrs. Ltd.

Save & Prosper Group

Schlesinger Trust Mngrs. Ltd. (a)(z)

J. Henry Schroder Wagg & Co. Ltd.

Scottish Equitable Fnd. Mgrs. Ltd.

Sebag Unit Tst. Managers Ltd.(a)

Security Selection Ltd.

Stewart Unit Tst. Managers Ltd.(a)

Sun Alliance Fund Mngt. Ltd.

Target Tst. Mngrs. Ltd.(a)(g)

Tower Unit Trust Mngt. Ltd.

Trades Union Unit Tst. Managers

Transatlantic and Gen. Secs. Co.(y)

Tyndall Managers Ltd.

TSB Unit Trusts (y)

Ulster Bank (a)

Unit Trust Account & Mgmt. Ltd.

Wieler Growth Fund

INSURANCE PROPERTY BONDS

Abbey Life Assurance Co. Ltd.

Albany Life Assurance Co. Ltd.

AMEV Life Assurance Ltd.

Barclays Life Assur. Co. Ltd.

Beehive Life Assur. Co. Ltd.

Canada Life Assurance Co.

Cannon Assurance Ltd.

Capital Life Assurance

Charterhouse Magna Gp.

Chieftain Assurance Funds

City of Westminster Assurance

Commercial Union Group

Confederation Life Insurance Co.

Cornhill Insurance Co. Ltd.

Credit & Commerce Insurance

Crown Life Assurance Co. Ltd.

Crusader Insurance Co. Ltd.

Eagle Star Insur./Midland Assur.

Equity & Law Life Ass. Soc. Ltd.

Equity & Law (Managed Funds) Ltd.

Family Assurance Society

Gartmore Bonds

Assicurazioni GENERALI S.p.A.

General Portfolio Life Ins. C. Ltd.

Gresham Life Ass. Soc. Ltd.

Growth & Sec. Life Ass. Soc. Ltd.

Guardian Royal Exchange

Hambro Life Assurance Limited

Hearts of Oak Benefit Society

Hill Samuel Life Assur. Ltd.

Imperial Life Ass. Co. of Canada

Irish Life Assurance Co. Ltd.

King & Shaxson Ltd.

Langham Life Assur. Co. Ltd.

Legal & General (Unit Assur.) Ltd.

Legal & General Prop. Fd. Mgrs. Ltd.

Life Assur. Co. of Pennsylvania

Lloyds Life Assurance

London A'deen & Nthn. Mtl. Assur. Ltd.

London Indemnity & Gnl. Ins. Co. Ltd

London Life Linked Assur. Ltd.

The London & Manchester Ass. Gp.

M & G Group

Manufacturers Life Insurance Co.

Merchant Investors Assurance

NEL Pensions Ltd.

NPI Pensions Management Ltd.

New Zealand Ins. Co. (UK) Ltd.

Norwich Union Insurance Group

Phoenix Assurance Co. Ltd.

Planned Savings Group

Prop. Equity & Life Ass. Co.

Property Growth Assur. Co. Ltd.

Providence Capitol Life Ass. Co. Ltd.

Provincial Life Assurance Co. Ltd.

Prudential Pensions Limited

Reliance Mutual

Rothschild Asset Management

Royal Insurance Group

Save & Prosper Group

Schroder Life Group

Scottish Widows' Group

Skandia Life Assurance Co. Ltd.

Solar Life Assurance Ltd.

Standard Life Assurance Co.

Sun Alliance Fund Mangmt. Ltd.

Sun Alliance Linked Life Ins. Ltd.

Sun Life of Canada (UK) Ltd.

Sun Life Unit Assurance Ltd.

Target Life Assurance Co. Ltd.

Transinternational Life Ins. Co. Ltd.

Trident Life Assurance Co. Ltd.

Tyndall Assurance/Pensions

Vanbrugh Life Assurance

Vanbrugh Pensions Limited

Welfare Insurance Co. Ltd.

Windsor Life Assur. Co. Ltd.

OFFSHORE & OVERSEAS FUNDS

Albany Fund Management Limited

Alexander Fund

Allen Harvey & Ross Inv. Mgt. (C.I.)

Arbuthnot Securities (C.I.) Limited

Bank of America International S.A.

Banque Bruxelles Lambert

Barbican Managers (Jersey) Ltd.

Barclays Unicorn International

Bishopsgate Commodity Ser. Ltd.

Bridge Management Ltd.

Britannia Tst. Mngmt. (C.I.) Ltd.

Brown Shipley Tst. Co. (Jersey) Ltd.

Butterfield Management Co. Ltd.

Capital International S.A.

Charterhouse Japhet

Clive Investments (Jersey) Ltd.

Cornhill Ins. (Guernsey) Ltd.

DWS Deutsche Ges. F. Wertpapiersp

Delta Group

Deutscher Investment-Trust

Dreyfus Intercontinental Inv. Fd.

Emson & Dudley Tst. Mgt. Jrsy. Ltd.

The English Association

Eurobond Holdings N.V.

F & C Mgmt. Ltd. Inv. Advisers

Fidelity Mgmt. & Res. (Bda.) Ltd.

Fidelity Mgmt. Research (Jersey) Ltd.

First Viking Commodity Trusts

Fleming Japan Fund S.A.

Free World Fund Ltd.

G.T. Management Ltd.

Gartmore Invest. Ltd. Ldn. Agts.

Hambro Pacific Fund Mgmt. Ltd.

Hambros (Guernsey) Ltd.

Henderson Baring Group

Hill-Samuel & Co. (Guernsey) Ltd.

Hill Samuel Invest. Mgmt. Intnl.

International Pacific Inv. Mgmt. Ltd.

J.E.T. Managers (Jersey) Ltd.

Jardine Fleming & Co. Ltd.

Leopold Joseph & Sons (Guernsey)

Kemp-Gee Management Jersey Ltd.

Keyser Ullmann Ltd.

King & Shaxson Mngrs.

Kleinwort Benson Limited

Lazard Brothers & Co. (Jersey) Ltd.

Continued on previous page

FT SHARE INFORMATION SERVICE

BRITISH FUNDS

Interest Due		Stock	Price £	Last xd	Yield Int.	Yield Red.
		"Shorts" (Lives up to Five Years)				
3S	3Mar	Treasury 9pc 1980‡‡	99[illegible]	28.1	9.05	15.83
14N	14May	Treasury 9½pc '80‡‡	98[illegible]	9.10	9.68	16.59
[illegible]						
		Five to Fifteen Years				
[illegible]						
		Over Fifteen Years				
[illegible]						
		Undated				
[illegible]						

INTERNATIONAL BANK

[illegible]						

CORPORATION LOANS

[illegible]						

COMMONWEALTH & AFRICAN LOANS

[illegible]						

LOANS

Public Board and Ind.

1Ja	1J	Agric. Mt. 5pc '59-89	58	3.12	8.69	12.92
30J	31D	Alcan 10½pc '89-94	75½	19.11	15.66	16.90
1M	1S	Met. Wtr. 3pc 'B'	25½	1.8	11.65	13.61
30J	31D	U.S.M.C. 9pc 1982	98	5.11	9.36	—
30J	31D	Do. without Warrants	87	5.11	10.57	16.58

Financial

30Ja	30J	FFI 13pc 1981	97	31.12	13.41	16.37
20J	20D	Do. 14pc '83	93½	19.11	14.14	16.30
31M	30S	ICFC 5½pc Deb. '80-82	82½	30.9	6.84	14.78
31M	30N	Do. 6¼pc Db. '81-84	73	22.10	8.76	14.90
11Ja	11J	Do. 10¼pc Uns. Ln. '86	85½	10.12	12.45	14.55
11Ja	11J	Do. 11pc Uns. Ln. '88	85	10.12	13.13	14.10
11Ja	11J	Do. 11¾pc Uns. Ln. '90	85½	10.12	13.96	14.85
30J	31D	Do. 7¾pc A Deb. '89-92	59	19.11	12.64	14.70
31M	30S	Do. 7¾pc A Db. '91-94	58¼	30.9	13.14	14.90
31M	30S	Do. 9pc 'A' '91-94	69½	30.9	13.68	14.80
28F	31A	Do. 8¾pc Ln. '92-97	62½xd	14.1	14.20	14.85
		Do. 12¾pc. Uns. Ln. 1992	93½	13.8	13.99	

FOREIGN BONDS & RAILS

Interest Due		Stock	Price £	Last xd	Div % Gross	Red. Yield
[illegible]						

AMERICANS

Dividends Paid		Stock	£	Last xd	Div. Gross	Cvr	Yld Grs
[illegible]							

CANADIANS

[illegible]							

BANKS AND HIRE PURCHASE

Dividends Paid		Stock	Price	Last xd	Div Net	Cvr	Y'ld Gr's	P/E
[illegible]								
Aug.	Feb.	Bk. Leumi (UK) £1	110	30.7	8.57	—	11.7	—
Jan.	July	Bk. N.S.W. $A1	170	28.12	Q18c	3.0	5.4	6.2
Nov.	May	Bank Scotland £1	288	24.9	†12.25	5.0	6.1	4.4
A. J. O. Ja		Bankers N.Y. $10	£19¼	28.12	Q$3.30	—	7.7	—
Apr.	Oct.	Barclays £1	430	13.8	§16.5	6.2	5.5	3.6
Jan.	July	Brown Shipley £1	278	19.11	†13.0	—	6.7	—
Jan.	July	Cater Ryder £1	313	19.11	18.88	—	8.6	—
May	Nov.	Clive Dis'nt 20p	72	22.10	5.33	—	10.6	—
Feb.	Sept.	Com'l Aus. ($A1)	151	8.10	†018c	3.0	6.2	5.3
May		Com'zbk DM 10	910	577	Q26.69%	—	7.6	—
March		C'hgn. Hbk. Kr100	975	379	Q12%	—	10.5	—
July	Oct.	Corinthian 10p	35	24.9	†1.05	5.9	4.3	4.0
May		Cred. France F75	£17¼	178	Q9.87%	—	3.8	—
Jan.	Apr.	Dawes (G. R.)	13	18.10	—	—	—	—
May	Nov.	Deutsche Bank DM50	£66½	17.5	Q28.125	—	5.5	—
—		F. C. Finance	63	8.10	2.2	4.9	5.0	5.8
—		First Nat. 10p	14¼	974	—	—	—	0.9
—		Do. Wrrts. 75-83	1¼	—	—	—	—	—
June	Dec.	Gerrard Natnl.	225	22.10	†9.12	—	5.8	—
May	Nov.	Gibbs (A.)	78	24.9	2.2	—	4.0	—

BANKS & HP—Continued

[illegible]								

Hire Purchase, etc.

[illegible]								

BEERS, WINES AND SPIRITS

[illegible]								

BUILDING INDUSTRY, TIMBER AND ROADS

[illegible]								

CHEMICALS, PLASTICS

[illegible]								

CHEMICALS, PLASTICS—Cont.

[illegible]								

DRAPERY AND STORES

[illegible]								

ELECTRICALS

[illegible]								

ENGINEERING MACHINE TOOLS

[illegible]								

ENGINEERING—Continued

[illegible]								

FOOD, GROCERIES, ETC.

[illegible]								

FOOD, GROCERIES—Cont.

[illegible]								

HOTELS AND CATERERS

[illegible]								

INDUSTRIALS (Miscel.)

[illegible]								

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هكذا من الاصل

INDUSTRIALS—Continued

Dividends Paid		Stock	Price	Last xd	Div Net	C'vr	Y'ld Gr's	P/E
Dec.	June	Hay (Norman) 10p	51	22.10	3.7	1.8	10.4	7.7
Dec.	July	Hay's Wharf £1	160	10.12	F7.21	3.1	6.4	(6.3)
December		Hensher 'A' 10p	58	19.11	2.5	3.5	6.2	6.7
June	Nov.	Hepworth Crmc.	104	10.9	4.9	3.6	6.7	7.2
Dec.	June	Hestair	33	21.5	†3.5	—	†	—
May		Hewitt (J.) 5p	43	—	1.28	6.3	4.3	9.7
Dec.	July	Highgate & Job 50p	42	26.6	—	—	—	—
July	Nov.	Hill (Chas.) £1	58	21.5	d2.0	—	4.9	—
Nov.	Apr.	Hirst Mal'son 20p	30	28.8	2.6	ϕ	13.0	ϕ
Jan.	July	Holden (A.)	78	10.12	†4.0	3.4	7.3	5.4
Feb.	Sept.	Hollis Bros	45	28.12	†5.12	1.8	16.3	4.3
Dec.	July	Holt Lloyd Int. 10p	246	22.10	H9.0	2.3	5.2	13.5
Apr.	Sept.	Hoover 'A'	130	28.8	12.0	1.1	13.2	9.0
Dec.	July	Hoskins & H 20p	94	24.9	10.39	1.4	15.8	5.9
Feb.	Oct.	Howard Tenens	69	10.12	†1.9	—	3.9	—
Nov.	July	Hunting Assoc.	325	22.10	22.5	11.4	1.1	9.2
July	Nov.	Huntleigh 10p	83	24.9	†0.76	6.5	1.3	15.1
December		Hutch Whamp $HK1	81	15.5	Q23c	2.5	2.7	15.0
Oct.	July	Hyman (I. & J.) 5p	25	10.9	†d0.96	3.6	5.5	7.2
Ap.,Jy.,O.,Ja.		I.C. Industries $1	£10½	10.12	Q$1.84	—	7.9	—
July	Feb.	ICL £1	515	28.12	11.9	6.9	3.3	4.8
May	Nov.	Ingall Inds. 10p	31½	8.10	2.06	1.7	9.3	9.1
Jan.	Aug.	Initial Services	125	28.12	†5.5	2.5	6.3	7.4
Dec.	June	Inter-City 20p	10	5.11	1.17	4.0	16.7	1.7
Jan.	July	J. B. Holdings 10p	53	19.11	†1.47	7.2	3.8	5.4
August		Jacksons Bourne	148	10.12	†‡3.0	3.3	2.9	14.1
Aug.	Jan.	James (M.) Inds. 20p	15½	10.12	20.75	3.3	6.9	9.3
Nov.	June	Jardine M. $HK5	160	25.9	Q77c	2.2	4.8	10.9
Nov.	Dec.	Jentique	27	22.10	2.48	1.6	13.1	5.0
—		Johnson & Barnes	7	11.75	—	—	—	2.6
Oct.	Apr.	Johnson Clnrs.	165	28.8	†5.06	4.4	4.4	5.8
Feb.	Aug.	Johnson Mthy. £1	268	10.12	†8.5	2.9	4.5	9.2

INSURANCE—Continued

Dividends Paid		Stock	Price	Last xd	Div Net	C'vr	Y'ld Gr's	P/E
Oct.	Apr.	Howden (A.) 10p	107	8.10	7.0	[illegible]	[illegible]	[illegible]
—		Do Warrants	145	—	—			
Dec.	June	Legal & General	171	24.9	†6.51			
Nov.	May	Lon. & Man. 5p	252	22.10	†7.29			
Oct.	Apr.	London United 20p	147	10.9	†5.31			
Nov.	June	Minet Hldgs. 20p	101	22.10	†3.72			
Mar.	Aug.	Moran (Chris) 20p	26	10.12	4.0			
Oct.	June	Pearl 5p	286	10.9	14.05			
Dec.	June	Phoenix	246	5.11	†11.56			
Dec.	July	Provident	146	19.11	†9.12			
Nov.	May	Prudential	180	8.10	†8.06			
Nov.	May	Refuge 5p	154	24.9	†9.2			
Jan.	May	Royal	340	5.11	†18.77			
Feb.	Oct.	Sedg Forbes 10p	96	24.9	†5.0			
Sept.	Apr.	Stenhouse	81	22.8	4.52			
Nov.	July	Stewart Wr. 20p	195	8.10	†11.05			
Jan.	July	Sun Alliance £1	562	19.11	†22.5			
June	Dec.	Sun Life 5p	144	19.11	6.54			
April		Taisho Mar. EDR	500	25.3	gQ10%			
Nov.	May	Trade Indemnity	187	10.9	h4.69			
Ma.Ju.Se.De.		Travelers $2.50	£17½xd	38.1	Q$2.48			
Dec.	June	Willis Faber	217	8.10	†10.05			

LEISURE

Dividends Paid		Stock	Price	Last xd	Div Net	C'vr	Y'ld Gr's	P/E
May	Aug.	Anglia TV 'A'	69	2.7	†h3.14	[illegible]	[illegible]	[illegible]
Sept.	Feb.	Assoc. Leisure 5p	95	10.12	†4.25			
Dec.	June	Barr & W.A.T 'A'	120	22.10	‡6.75			
Jan.	July	Black Edgtn. 50p	56	19.11	‡d4.99			
Nov.	June	Boosey & Hawkes	124	5.11	5.67			
Mar.	Nov.	Campari Int. 20p	87	8.10	‡3.65			

[illegible]

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FINANCE, LAND—Continued

[illegible]

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OVERSEAS TRADERS

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RUBBERS AND SISALS

[illegible]

TEAS

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[illegible]

Sri Lanka

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Africa

[illegible]

MINES

CENTRAL RAND

[illegible]

EASTERN RAND

[illegible]

FAR WEST RAND

[illegible]

O.F.S.

[illegible]

FINANCE

[illegible]

DIAMOND AND PLATINUM

[illegible]

MINES—Continued

CENTRAL AFRICAN

Dividends Paid		Stock	Price	Last xd	Div Net	C'vr	Y'ld Gr's
May	Nov.	Coronation	385	24.9	Q54c	2.2	8.0
Nov.	May	Falcon Rh.50c	640	24.9	Q100c	1.7	10.8
May		Rhod'n Corp. 16⅖p	41	23.4	0.56	6.5	2.0
—		Roan Cons. K4	220	24.9	Q0.125	ϕ	3.5
Nov.	May	Wankie Col. Rh.1	56	22.10	Q9c	1.5	11.1
—		Zam.Cor.SBD0.24	47	117†	—	—	—

AUSTRALIAN

Dividends Paid		Stock	Price	Last xd	Div Net	C'vr	Y'ld Gr's
—		Acmex 50c	23	—	—	—	—
—		ACM 20c	16	—	—	—	—
—		Bond Corp.	110	—	Q3.75	2.2	1.7
Nov.	Apr.	Bougainville 50 Toea	215	12.9	sQ39½c	ϕ	9.6
—		BH South 50c	215	974	♦	—	—
—		Canada Northwest	12	—	—	—	—
—		Carr Boyd 20c	28	—	—	—	—
—		Central Pacific	£23½	—	—	—	—
Nov.	May	Conzinc Riotinto 50c	318	12.9	NQ10c	2.0	1.6
—		Cultus Pacific N.L.	22	—	—	—	—
—		Eagle Corp. 10c	40	—	—	—	—

[illegible]

TINS

[illegible]

COPPER

Dividends Paid		Stock	Price	Last xd	Div Net	C'vr	Y'ld Gr's
—		Messina R0.50	187	28.12	Q10c	ϕ	3.1

MISCELLANEOUS

Dividends Paid		Stock	Price	Last xd	Div Net	C'vr	Y'ld Gr's
—		Barymin	76	—	—	—	—
—		Burma Mines 17½p	13½	575	—	—	—
Aug.	Feb.	Cons. Murch. 10c.	412	28.12	Q100c	ϕ	13.9
—		Northgate C$1	535	30.9	—	—	—
Jan.	July	R.T.Z.	423	5.11	†11.5	3.4	3.9
—		Robert Mines	24	—	—	—	—
—		Sabina Inds. C$1	53	—	—	—	—
—		Tara Expln. $1	545	—	—	—	—

NOTES

Unless otherwise indicated, prices and net dividends are in pence and denominations are 25p. Estimated price/earnings ratios and covers are based on latest annual reports and accounts and, where possible, are updated on half-yearly figures. P/Es are calculated on "net" distribution basis, earnings per share being computed on profit after taxation and unrelieved ACT where applicable; bracketed figures indicate 10 per cent or more difference if calculated on "nil" distribution. Covers are based on "maximum" distribution; this compares gross dividend costs to profit after taxation, excluding exceptional profits/losses but including estimated extent of offsettable ACT. Yields are based on middle prices, are gross, adjusted to ACT of 30 per cent and allow for value of declared distribution and rights.

- ● "Tap Stock.
- * Highs and Lows marked thus have been adjusted to allow for rights issues for cash.
- † Interim since increased or resumed.
- ‡ Interim since reduced, passed or deferred.
- ‡‡ Tax-free to non-residents on application.
- ϕ Figures or report awaited.
- †† Unlisted security.
- ♯ Price at time of suspension.
- ¶ Indicated dividend after pending scrip and/or rights issue: cover relates to previous dividends or forecasts.
- ♦ Merger bid or reorganisation in progress.
- ♣ Not comparable.
- ♠ Same interim: reduced final and/or reduced earnings indicated.
- § Forecast dividend: cover on earnings updated by latest interim statement.
- ‡ Cover allows for conversion of shares not now ranking for dividends or ranking only for restricted dividend.
- ☆ Cover does not allow for shares which may also rank for dividend at a future date. No P/E ratio usually provided.
- ♠ Excluding a final dividend declaration.
- ♣ Regional price.
- ‖ No par value.

§§ Yield based on assumption Treasury Bill Rate stays unchanged until maturity of stock. a Tax free. b Figures based on prospectus or other official estimate. c Cents. d Dividend rate paid or payable on part of capital; cover based on dividend on full capital. e Redemption yield. f Flat yield. g Assumed dividend and yield. h Assumed dividend and yield after scrip issue. j Payment from capital sources. k Kenya. m Interim higher than previous total. n Rights issue pending. q Earnings based on preliminary figures. s Dividend and yield exclude a special payment. t Indicated dividend: cover relates to previous dividend, P/E ratio based on latest annual earnings. u Forecast dividend: cover based on previous year's earnings. v Tax free up to 30p in the £. w Yield allows for currency clause. y Dividend and yield based on merger terms. z Dividend and yield include a special payment: Cover does not apply to special payment. A Net dividend and yield. B Preference dividend passed or deferred. C Canadian. E Minimum tender price. F Dividend and yield based on prospectus or other official estimates for 1979-80. G Assumed dividend and yield after pending scrip and/or rights issue. H Dividend and yield based on prospectus or other official estimates for 1978-79. K Figures based on prospectus or other official estimates for 1979-80. M Dividend and yield based on prospectus or other official estimates for 1980. N Dividend and yield based on prospectus or other official estimates for 1979. P Figures based on prospectus or other official estimates for 1978-79. Q Gross. T Figures assumed. Z Dividend total to date.

Abbreviations: xd ex dividend; xc ex scrip issue; xr ex rights; xa ex all; xR ex capital distribution.

"Recent Issues" and "Rights" Page 18

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REGIONAL MARKETS

The following is a selection of London quotations of shares previously listed only in regional markets. Prices of Irish issues, most of which are not officially listed in London, are as quoted on the Irish exchange.

Albany Inv. 20p	27	......
Bertam	18	......
Bdg'wtr. Est. 50p	353	......
Clover Croft	58	......
Craig & Rose £1	£10½	......
Dyson (R. A.) A	16	......
Fife Forge	38	......
Finlay Pkg. 5p	16	......

[illegible]

IRISH

Conv. 9% '80/82	£86½xd	......
Nat. 9¾% 84/89	£71⅛	......
Fin. 13% 97/02	£85½	......
Alliance Gas	56	......
Arnott	375	......
Carroll (P.J.)	54	+2

[illegible]

OPTIONS

3-month Call Rates

[illegible]

FINANCIAL TIMES

Monday February 11 1980

Curbs proposed on banks' foreign exchange deals

BY MICHAEL LAFFERTY, BANKING CORRESPONDENT

THE BANK OF ENGLAND proposes to place absolute limits on the extent to which banks in the UK can be exposed to losses in foreign exchange.

This unprecedented move seems destined to meet with opposition from leading British banks and from foreign banks with unincorporated branches in London.

Some of these claim that the Bank seeks undue powers to intervene in internal affairs of bank management.

Uncertainties raised by the plans are such that the British Bankers' Association has decided not to circulate to its members immediately the confidential discussion paper containing the plans.

A committee is urgently considering the proposals, and seeking meetings with Bank of England officials, before a decision about distribution of the paper is taken.

The paper proposes two limits on foreign exchange exposure of individual banks:

A bank's net open position in foreign exchange, that is the extent to which assets and liabilities in any one foreign currency are unmatched, should not exceed 10 per cent of its capital, as defined by the bank.

A specific limit on each "open short position" in any one currency, that is the extent to which a bank is short of a currency, of 3½ per cent of its capital.

The Bank of England paper has been drafted in the context of the 1979 Banking Act, which gives the Bank much greater supervisory powers over banks in the UK.

It was preceded by another confidential discussion paper, on measurement of capital and capital adequacy of banks, circulated last year. This defines bank capital as including a proportion of subordinated loans.

A third paper, on bank liquidity, is still in the drafting stage, and may not be circulated until the long-awaited discussion paper on the monetary-based method of controlling the money supply is published.

One major issue raised by the foreign exchange discussion paper is the manner in which the rules can be applied to the many foreign banks with branches in London.

This is because it is not easy to calculate the capital of a branch. The Bank paper, recognised this difficulty, says that the only solution is to allocate a nominal proportion of a foreign bank's group capital to the UK, against which its permissible foreign exchange exposure could then be calculated.

The Bank plans discussions with individual foreign branches to establish criteria.

Problems are also envisaged with international operations of British banks.

Another difficulty concerned methods whereby forward exchange contracts should be valued to arrive at a bank's net open position in foreign exchange.

The association may argue strongly that the Bank should not impose prudential controls tighter than those in other centres, lest this damage the attractions of London as a financial centre.

With this in mind, banks point out that in West Germany, net open positions in foreign exchange can run as high as 30 per cent of a bank's capital and reserves at the close of each business day, while for all positions due within six months the limit is 40 per cent of capital and reserves.

Until October, when exchange controls were abolished, the Bank controlled foreign exchange dealing by banks under powers granted by the Exchange Control Act.

This limited the possibility of speculation against sterling. There were no restrictions on authorised banks' taking open positions in any one non-sterling currency as against another.

There is an important distinction between the old foreign exchange rules, primarily designed for protection of sterling, and the new proposals, more broadly based in the framework of what is considered prudent banking.

Governor lifts veil on intervention

BY PETER RIDDELL, ECONOMICS CORRESPONDENT

MR. GORDON RICHARDSON, the Governor of the Bank of England, has lifted some of the veils of secrecy about official operations in the foreign exchange market.

In a unique statement of the Bank's attitude towards its own role in the market, Mr. Richardson said intervention was needed even under floating exchange rates in order to smooth out excessive rate fluctuations and to provide support for other economic policies.

The Governor's comments came in a private lecture last month to the Forex Association. They highlight the policy dilemma facing the authorities. Central bank intervention has resulted in an underlying currency inflow of $1bn in the past two months.

In an era of floating exchange rates, intervention "should iron out erratic fluctuations without standing against fundamental trends," Mr. Richardson argued.

After stressing that intervention could not be a substitute for appropriate monetary and fiscal policies, Mr. Richardson suggested there was a role for such action beyond very short-term smoothing.

"It would probably be generally agreed that, while markets get exchange rates about right in the medium-term, in the shorter term they can often overshoot violently in either direction. The counterweight—the smoothing effect of the beneficial speculator beloved of economists — is at least in the very short run conspicous by its absence: speculation in practice tends to reinforce rather than counteract the tendency to overshoot."

Mr. Richardson said that in this area he saw "a fruitful, if difficult, role for central bank action with its operational freedom to take a rather longer view of developments. The problem is to distinguish between violent and unstable movements around a trend and a trend itself."

He argued that if such action were successful it would benefit those in the market and would also mean that the central bank had operated profitably.

He conceded that there could be problems — in particular, the "obvious danger that the smoothing, to be effective, might have to be so substantial that it could pose a threat to monetary targets."

The Governor also argued that intervention could play an important part in supporting other policy measures, especially in the critical period after action had been taken but before its effects were apparent. "In such circumstances a firm lead in the exchange markets might be an important element in reinforcing the credibility of the measures."

Mr. Richardson's lecture was in memory of the late Mr. Roy Bridge, a key figure in the Bank's foreign exchange operations for over a generation after the last war.

BL offer rejection forecast by union

BY ARTHUR SMITH, MIDLANDS CORRESPONDENT

A CONFIDENT forecast that the 90,000 employees of BL Cars will reject the company's pay offer in a ballot result expected tomorrow came last night from the leading trade union negotiators.

Mr. Grenville Hawley, national automotive secretary for the Transport and General Workers Union said: "I anticipate a success in spite of all the company propoganda and the distortion of the issues by the media.

Sir Michael Edwardes, BL chairman, has warned that rejection would mean the end of BL in its present form and a further massive loss of jobs.

Mr. Hawley, however, denied that a rejection of the offer by the workforce would amount to a vote for a strike, as Sir Michael has suggested.

"We shall go back to the company for constructive negotiations and an improved offer. We cannot continue with management by confrontation," Mr. Hawley said.

Such an approach is likely to meet with a stony response. The company has stressed that it cannot afford to increase its offer, nor drop demands for fundamental changes in working practices.

How quickly the company forces the pay issue will be a key factor in whether it becomes embroiled with the dispute over the dismissal of Mr. Derek Robinson, the Longbridge convenor.

Sir Michael has made clear that the unions must get more than 51 per cent of the vote of the workforce. Abstentions would be treated as support for the management.

If the vote is fairly even, BL is expected to try to push through the deal.

Only in the event of a heavy defeat—and that seems unlikely — is Sir Michael expected to carry out the threat to withdraw the investment plan

● The threat of strike action by engineering workers at Longbridge over the Robinson case has receded with the decision of the AUEW's Birmingham West district committee to postpone action.

Longbridge stewards hope that given time they will be able to combat a management campaign within the plant to persuade workers not to walk out

Ford overtakes BL output, page 5

Ministers no nearer consensus on unions

BY ELINOR GOODMAN, LOBBY STAFF

MINISTERS may be presented with a number of different options for restricting trade union immunities, rather than a single proposal, when they meet again this week to try to thrash out a solution to the question of trade union reform, which many believe is central to the credibility of the Government.

A number of important points were still outstanding last week. The signs at the weekend were that Ministers could be moving further from, rather than closer to a consensus.

It is because of the outstanding areas of disagreement and the very considerable problems in drawing up legally watertight proposals that Ministers are likely to be asked to consider a range of alternatives when the subject goes before the relevant Cabinet sub-committee—probably on Wednesday.

The hope remains that the sub-committee will be able to agree on a proposal to put before the full Cabinet on Thursday. It would then be published in a consultative document, shortly before or after the weekend and, after about a month for consultations, it would be introduced into the Employment Bill as an amendment.

But some Ministers believe that, given the very strong views on both sides, the sub-committee may have to report to Cabinet that it has been unable to agree on any one solution. It would then be left to the Cabinet to decide which option should be pursued.

The Government is committed to restricting trade union immunities so as to deal more effectively with secondary action. There seems to be broad agreement among Ministers that unions should only be granted immunity from civil action for breach of commercial contracts in disputes either on the employer's premises or on those of his immediate suppliers or customers.

But there still seems to be disagreement over whether companies should be able to sue the unions themselves for damages—and so seek recompense from union funds—or whether companies should be able to sue only individual union members for breach of contract.

Employment Ministers are believed to have argued strongly that opening up the way for suits—albeit civil ones— against unions would have a disastrous effect on industrial relations. The signs after last Wednesday's meeting of the Cabinet sub-committee were that those favouring a more hawkish line—most notably, Sir Geoffrey Howe, the Chancellor—had lost out.

U.S. wins little backing in Olympic committee

BY DAVID BUCHAN IN WASHINGTON

THE INTERNATIONAL Olympic Committee, meeting at Lake Placid yesterday began consideration of the strong U.S. call for the summer Olympic Games not to be held in Moscow if Soviet troops continued to occupy Afghanistan. But early indications were that the U.S. initiative was making no headway.

The 89-member IOC, the governing Board of the Games, heard Mr. Cyrus Vance, U.S. Secretary of State, deliver an appeal for the cancellation, postponement or switching of the games to a site other than Moscow and a suggestion that in future the Olympic Games be given a permanent home.

Mr. Vance was speaking at an opening reception of the IOC at Lake Placid before the Winter Games open on Wednesday.

But IOC members, who represent participating countries, gave the U.S. Secretary of State only a luke-warm hand while loudly applauding Lord Killanin, the IOC president, when he said that, in fixing the Moscow site in 1974, the committee had become bound by an agreement "which must be honoured by us all."

"Solutions to the political problems of the world are not the responsibility of sporting bodies such as the IOC, but of the appropriate governmental organisation," said the Irish peer.

The Carter Administration claims to have lined up a couple of dozen countries for its position on the Moscow games. However, only a handful of them with little athletic record —such as Egypt and Saudi Arabia—have announced that their teams will not go to Moscow.

David Salter in Moscow adds: The Soviet Union yesterday accused Mr. Cyrus Vance, the U.S. Secretary of State, of "crude political interference in the affairs of the International Olympic Committee" for his speech urging the IOC to shift the games from Moscow.

In a report from Lake Placid, the Tass news agency said that Mr. Vance "juggled with cold war phraseology." His provocative speech was unprecedented in the history of the IOC sessions, the report added.

Tass reported with approval the remark of Lord Killanin that he considered it inadmissible to make use of the Olympic Games for political purposes.

Pravda, the Communist Party newspaper, accused the United States of interfering in Afghanistan's internal affairs. The newspaper's chief political commentator said that the invasion of Afghanistan was undertaken by the United States with the help of the Chinese and Pakistan.

Continued from Page 1

Turkey

was for a seven-year term, with a three-year grace period. Mr. Ozal described this as unrealistic and argued—as several senior IMF officials are said to believe —that the rescheduling should have been over ten years with a six-year grace period.

Once the OECD had agreed on whether to move in this direction, it would be decided whether Turkey needed to ask the commercial banks—which have already rescheduled about $3bn of debt—to follow suit.

The banks had long accepted in private that Turkey would be obliged to seek fresh relief. Events last year in Iran and more recently in Afghanistan have made Western Governments increasingly perturbed

Jonathan Carr writes from Bonn: West Germany hopes that a big international aid package for Turkey can be put together within two months, according to Herr Hans Matthoefer, the Finance Minister.

Continued from Page 1

Hadfield steelworkers

Nearly 10,000 lorry-drivers in the West Midlands voted yesterday to support striking steelworkers in a move expected to cut movement of steel dramatically.

Mr. Clive Lewis, Midlands divisional organiser of the ISTC, said support by lorry-drivers, coupled with a decision to picket customers, such as BL, would quickly accelerate the impact of picketing.

He said an effective picket could now be placed on BL Cars' plant at Castle Bromwich, Birmingham, to halt movement of Jaguar, Rover and Mini bodies.

Any shortfall in supply of Mini bodies would hit production at Longbridge, regardless of whether workers eventually struck in support of Mr. Derek Robinson, the dismissed convenor.

Lucas, Talbot and Guest, Keen and Nettlefolds are thought to be under consideration for picketing.

Fresh efforts will be made today by the Advisory Conciliation and Arbitration Service to set up talks with Mr. Bill Sirs of the ISTC and Mr. Hector Smith of the National Union of Blastfurnacemen following collapse on Friday of pay negotiations with BSC.

ACAS could not reach either official before the weekend. It was advised by the ISTC to make no further approach until today when "tempers had cooled" over failure of BSC, as the unions saw it, to follow its informal indications of improvements in the pay offer with a better formal package.

Mr. Len Murray, TUC general secretary, was in close touch with both unions at the weekend, but said yesterday that no significant progress was made.

Elinor Goodman writes: Criticism of Sir Charles Villiers' handling of the strike seems to be increasing among Ministers.

The breakdown of talks on Friday, they fear, has created a gap between the two sides which it may take weeks to bridge.

There are still no signs of the Government itself stepping in to fill that breach.

Sir Keith Joseph repeated yesterday the Government's determination to keep out of the dispute.

Sir Charles, who was brought in by the Labour Government in 1976, has six months of his contract to run. There now seems no question of its being renewed.

Sir Keith, asked on BBC radio yesterday whether it was true that the Department of Industry had drawn up a list of three possible successors to Sir Charles, said that it was normal to prepare for termination of contracts for such important positions

Weather

UK TODAY

MAINLY dry: rain in S.W. and Wales later.

London, S.E., Cen. S. England, Midlands, Channel Isles
Dry, sunny periods. Max. 10C (50F).

E., N.E. England, E. Anglia, Borders, Edinburgh, Dundee, Cen. Highlands
Scattered showers, sunny periods developing. Max. 9C (48F).

S.W. England, S. Wales
Dry, sunny periods; cloudy with rain later. Max. 11C (52F).

N.W., Cen. N. England, I. of Man, S.W. Scotland, Glasgow, N. Ireland
Showers at first, sunny periods later. Max. 9C (48F).

Rest of Scotland, Orkney
Cloudy with rain; brighter later with scattered showers Max. 7C (45F).

OUTLOOK: Mild in most areas; showers, bright intervals.

WORLDWIDE

		Y'day midday °C	°F			Y'day midday °C	°F
Ajaccio	F	14	57	Lisbon	S	12	54
Algiers	C	15	59	Locarno	F	9	48
Amsdm.	S	9	48	London	S	11	52
Athens	S	15	59	Luxor	C	19	66
Bahrain	R	20	68	Madrid	S	11	52
Barcina.	C	10	50	Malaga	S	16	61
Beirut	C	15	59	Malta	F	15	59
Belfast	C	6	43	M'chstr	S	9	48
Belgrd.	C	3	37	Melbne.	S	27	81
Berlin	F	8	46	Milan	Fg	4	39
Biarritz	C	12	54	Mntreal.	S	−15	5
Bmghm.	F	9	48	Moscow	Sn	−11	12
Blackpl.	F	8	46	Munich	F	10	50
Bordx.	R	13	55	Nairobi	S	23	73
Boulgn.	S	8	46	Naples	C	14	57
Bristol	S	9	48	Nwcstl.	S	7	45
Brussels	F	10	50	N. York	S	−1	30
Budpst.	C	2	36	Nice	F	13	55
Cairo	C	16	61	Nicosia	C	18	64
Cardiff	S	10	50	Oporto	S	13	55
Cas'b'ca	F	17	63	Oslo	Sn	−8	18
Cape T.	R	19	66	Paris	C	9	48
Chicago	C	−8	17	Perth	R	23	73
Cologne	C	10	50	Prague	C	5	41
Cpnhgn.	R	0	32	Reykjvk.	S	3	37
Corfu	S	16	61	Rhodes	S	16	61
Dublin	F	9	48	Rome	F	15	59
Dbrvnk.	F	14	57	Salzbrg.	F	10	50
Ednbgh.	F	8	46	Singapr.	S	30	86
Florence	S	9	48	Stckhm.	C	−10	14
Frankft.	F	10	50	Strasbg.	C	8	46
Funchal	F	18	64	Sydney	C	22	72
Geneva	R	7	45	Tangier	S	14	57
Gibrltr.	S	17	63	Tehran	S	4	39
Glasgow	C	7	45	Tel Aviv	C	15	59
G'rnsey	S	11	52	Tenerife	S	18	64
Helsinki	S	−18	0	Tokyo	S	8	46
H. Kong	C	11	52	Toronto	C	−12	10
Innsbrk.	C	8	46	Tunis	F	18	64
Invrnss.	F	8	46	Valencia	F	16	61
I.o.Man	F	7	45	Venice	Fg	4	39
Jersey	S	10	50	Vienna	R	3	37
Jo'burg	C	22	72	Warsaw	C	2	36
L.Pims	S	19	66	Zurich	C	8	46

C—Cloudy. F—Fair. Fg—Fog. R—Rain. S—Sunny. Sl—Sleet. Sn—Snow.

THE LEX COLUMN

How to discourage marauders

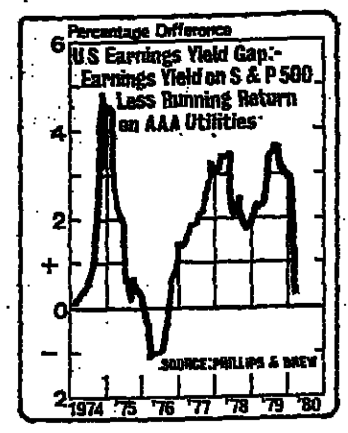
It could not happen anywhere else. Consolidated Gold Fields —one of the UK's larger quoted companies—is being stalked by an unknown predator, assumed to be foreign, who has acquired upwards of a fifth of the equity at a probable cost of £100m or more without registering ownership of the shares. In just about every other leading industrialised company, this could be checked either by law or by twisting arms. In the UK, there is almost nothing that can be done.

It is true that the Department of Trade can appoint inspectors to discover the true owners of securities—but only last year inspectors expressed concern at "the inadequacy of the present legal machinery to enable the identification of the true owner or owners of a British registered company where those shares are held by a nominee resident abroad." Under the Industry Act, the Secretary of State can intervene if he learns of a change of control contrary to the interests of the UK. But this provision has never been invoked and it is hard to see how it might apply to Gold Fields unless the mystery buyer is thinking of introducing apartheid into Britain's stone quarries.

The removal of exchange controls has meant that overseas buyers no longer have to secure Bank of England approval to buy more than 10 per cent of a UK company. And although many compaines are changing their articles of association to disenfranchise any foreign nominee holders of more than 5 per cent of their shares who are not prepared to disclose their identity, it has to be assumed that foreigners can count, and so are capable of building up separate holdings of just under 5 per cent.

The Stock Exchange authorities, reasonably enough, are not anxious to intervene in a free market. And although the Takeover Panel can do its best to enforce the letter of its code, which requires a mandatory bid from anyone who buys more than 30 per cent of a company, it is much harder to enforce the spirit of its voluntary rules on overseas interests. The worst threat to Gold Fields is not that someone is going to take it over, but rather that an "informal" group will acquire enough influence to wrest away management control of its South African gold mines without making a full bid.

They do things differently in Japan. A clear distinction is drawn between domestic and foreign registered shares, which gives the Bank of Japan a view of nominee holdings and enables it to enforce rules barring any single foreigner from holding more than 7 per cent of an industrial company.



Other countries adopting this kind of formal approach include Canada, where with few exceptions a 20 per cent holding must trigger a takeover and the authorities can oblige disclosure of beneficial ownership by the broker involved in the deal. Once revealed, the holding will attract the attention of the Foreign Investment Review Agency. Australia has a similar institution.

The French prefer more arbitary measures to find a "French solution," but formal mechanisms have also been devised to stop the accumulation of shares *en creeping*. If a foreign holding is thought to have passed 20 per cent, the authorities can oblige banks or brokers to disclose the identity of their clients. In Germany, sanctions tend to be applied by the companies themselves. Deutsche Bank, for example, launched a major financing operation to keep the strategic Flick holding in Daimler-Benz out of Kuwaiti hands, and at about the same time several companies swiftly changed their articles to limit the voting rights of any holding.

The U.S. makes no distinction between domestic and foreign purchasers, but given half a chance the Securities and Exchange Commission would be crawling all over a Gold Fields share register. If a holding of more than 5 per cent is not disclosed it can seek an injunction to prohibit further deals or even require the purchaser to sell the holding.

But although the UK may seem to be the only one in step, it would be wrong to change a liberal approach to inward investment just in response to Gold Fields' unusual problem. Formal Government agencies are too subject to politics and the UK has benefited greatly from the ability to attract—and export—capital. The investing institutions, rightly, would not stand for any significant move to disenfranchise particular groups of shareholders.

Maybe a few mechanical details could be tightened up—in the area of share registration, for instance. But for the time being the best advice for Gold Fields is just to keep shouting.

U.S. yield gap

After Wednesday's bloodbath in the U.S. long bond market, the prospect of 12 per cent yields on 30-year issues at the Treasury auction was enough to draw in some buyers and produce a rally in the secondary market. Treasury 10¾ per cent 2009, for example, recovered to above $90 from a low point of $87¼.

But selling pressure at the short end of the bond market resumed on Friday, and any sustained rally in long bonds is likely to bring out a lot of potential supply. The investment banks have very large portfolios of bonds that they have recently underwritten but never placed, and they will be looking for a chance to get rid of some, albeit at a loss.

Equities have been behaving as though bonds were of no relevance to them—the Standard and Poors 500 has touched new highs for 1979-80 and the earnings yield on the market has steadily fallen. This, combined with the sharp increases in bond yields, has produced a two-way pull on the yield gap.

Even after the slight recovery in the bond market, running returns on bonds are now almost as high as the earnings to price ratio on equities. On historical precedent, something is likely to break soon—and the inflationary psychology that is leading the rush into equity assets does not suggest a bull market in bonds just yet.

The return of the vogue for energy stocks is understandable, but some of the recent equity buying — chasing up oil share prices against a falling spot market oil price — has begun to look rather indiscriminate. The pension funds' supposed determination to change their portfolio weightings in favour of equities may not stand up for very long to the siren voices of the bond salesmen.

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